

SANSIRI SIRI TB

THAILAND / PROPERTY DEVELOPMENT

HOLD

UNCHANGED

| | |
|-----------------|---------|
| TARGET PRICE | THB1.55 |
| CLOSE | THB1.41 |
| UP/DOWNSIDE | +9.9% |
| PRIOR TP | THB1.50 |
| CHANGE IN TP | +3.3% |
| TP vs CONSENSUS | -7.2% |

3Q25E profit slip back into decline

- Expect 3Q25 net profit to drop (-13% q-q, -19% y-y) due to lower transfers both SIRI's own projects and JVs.
- Slash our 2025–27 core profit forecasts by 5–8% to reflect lower transfer and GPM, due to soft demand in the low-rise segment.
- Maintain HOLD, awaiting clearer signs of earnings recovery.

Expect 3Q25 profit to decline both q-q and y-y

We project slower momentum in 3Q25 net profit at THB1.06b (-13% q-q, -19% y-y). Excluding extra gains of THB80m from land sales of a new JV project, core profit would drop 19% q-q and 22% y-y to THB982m. The decline should be primarily driven by lower transfers of THB7b (-8% q-q, -16% y-y). Low-rise transfers are expected to remain soft at THB4.2b (-18% q-q, -24% y-y), marking the fourth consecutive quarter of y-y contraction, pressured by sluggish demand and intense competition. However, condo transfers are expected to reach THB2.8b (+11% q-q, +1% y-y), supported by three newly completed condos — two small and one sizable project — including FLO by Sansiri (THB2.2b, 73% sold).

3Q25E transfers down, but GPM to gradually recover

Despite lower SIRI transfers in 3Q25E, the property GPM is expected to gradually recover to 29.6% in 3Q25, from 29.2% in 2Q25, driven by a higher proportion of condo transfers. However, it should remain below 31.1% in 3Q24 due to intense competition. We project profit sharing from JVs to fall to THB140m (-35% q-q, -65% y-y) as SIRI began transfers of only one small JV condo project, dcondo sense (THB900m, 48% sold), along with lower inventories. Meanwhile, 3Q25 SG&A and interest expenses are expected to remain stable from 2Q25 levels.

Cut 2025-27E profit to reflect lower transfers and GPM

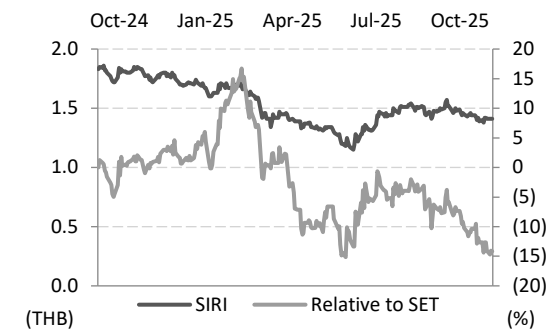
We have revised down our 2025–27 core profit forecasts by 5–8% to reflect lower transfer and GPM assumptions, due to sluggish demand in the low-rise segment. We now project 2025 core profit at THB3.9b (-20% y-y), before rebounding 14% y-y in 2026. The earnings recovery in 2026 should be driven by the transfer of nine new condo projects (seven SIRI projects and two JVs). Meanwhile, low-rise transfers are expected to recover gradually, depending on domestic economic conditions.

Maintain HOLD with 2026 TP of THB1.55

We roll forward our TP to 2026 at THB1.55, based on a target P/E of 6x, in line with the five-year historical average. We reiterate our HOLD rating, as the stock lacks near-term catalysts amid a decline in 3Q25E profit. In addition, we estimate that 4Q25 earnings have yet to show a clear recovery, as backlog (including JVs) at end-3Q25, to be realized in 4Q25 remains low at THB5b (vs. THB16.9b at end-3Q24) amid sluggish market demand, while GPM is likely to remain soft and SG&A expenses are expected to rise seasonally.

KEY STOCK DATA

| YE Dec (THB m) | 2024 | 2025E | 2026E | 2027E |
|----------------------|--------|--------|--------|--------|
| Revenue | 37,786 | 30,539 | 33,170 | 34,522 |
| Net profit | 5,253 | 4,167 | 4,428 | 4,569 |
| EPS (THB) | 0.30 | 0.24 | 0.26 | 0.26 |
| vs Consensus (%) | - | (5.1) | (6.5) | (13.6) |
| EBITDA | 4,635 | 3,897 | 4,652 | 5,150 |
| Recurring net profit | 4,863 | 3,899 | 4,428 | 4,569 |
| Core EPS (THB) | 0.28 | 0.23 | 0.26 | 0.26 |
| Chg. In EPS est. (%) | - | (7.3) | (5.5) | (8.0) |
| EPS growth (%) | (9.3) | (19.8) | 13.5 | 3.2 |
| Core P/E (x) | 5.0 | 6.3 | 5.5 | 5.3 |
| Dividend yield (%) | 10.6 | 8.5 | 9.1 | 9.4 |
| EV/EBITDA (x) | 23.5 | 25.3 | 20.5 | 18.6 |
| Price/book (x) | 0.5 | 0.5 | 0.5 | 0.4 |
| Net debt/Equity (%) | 171.2 | 144.2 | 132.4 | 128.2 |
| ROE (%) | 10.3 | 7.9 | 8.7 | 8.6 |



| Share price performance | 1 Month | 3 Month | 12 Month |
|--------------------------------|-------------------------------|---------|----------|
| Absolute (%) | (5.4) | (2.1) | (21.2) |
| Relative to country (%) | (7.4) | (8.2) | (13.1) |
| Mkt cap (USD m) | 761 | | |
| 3m avg. daily turnover (USD m) | 2.6 | | |
| Free float (%) | 0 | | |
| Major shareholder | UBS AG Singapore Branch (10%) | | |
| 12m high/low (THB) | 1.87/1.11 | | |
| Issued shares (m) | 15,397.75 | | |

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

SIRI disclosed its 2025 new launch plan, comprising 29 projects worth THB52b (+12% y-y). It focuses on the premium segment, which accounts for over 57% (from 35% in 2024), with an expansion to new locations. Also, SIRI set a 2025 presales target of THB46b (+13% y-y) and a transfer target of THB46b (+5% y-y).

We estimate downside risk of around 10–15% to SIRI’s 2025 presales target, ending 2025 at around THB40–41b, flat y-y. This should be pressured by soft demand and intense competition in the low-rise segment. This would lead us to lower our 2025 earnings forecast, following weaker transfers and a lower GPM.

Company profile

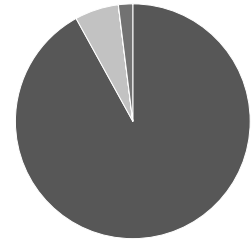
SIRI aims to be Thailand’s leading property developer. With over 38 years of experience, its core operation is divided into three businesses, i.e., property development, property services, and investment.

In 2022, property development for sale was the largest source of revenue, accounting for 91% of total revenue. SIRI develops single-detached houses, semi-detached houses, townhouses, home offices, and condominium projects for all customer groups in Bangkok and its vicinity and upcountry.

www.sansiri.com

Principal activities (revenue, 2024)

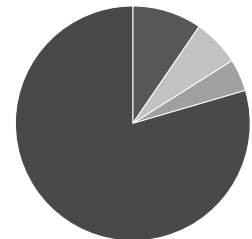
- Project sales - 92.0 %
- Business management - 6.0 %
- Category 3
- Others - 2.0 %



Source: Sansiri

Major shareholders

- UBS AG Singapore Branch - 9.6 %
- Viriyah Insurance PCL - 6.5 %
- Mr. Srettha Thavisin - 4.4 %
- Others - 79.5 %



Source: Sansiri

Catalysts

Key potential growth drivers include 1) the success of its new launches; 2) demand and purchasing power recoveries; 3) an international sales recovery; 4) property stimulus; 5) an interest rate downtrend and banks’ easing credit underwriting; and 6) the signing of new JV projects.

Risks to our call

Downside risks to our P/E-based TP include 1) lower-than-expected take-up rates of new launches; 2) a slowdown in the economy and purchasing power, 3) fierce competition, 4) a higher loan rejection rate and customer cancellation, 5) a construction delay and labor shortages, and 6) a higher D/E ratio than property peers.

Event calendar

| Date | Event |
|------------------|---------------------------|
| 14 November 2025 | 3Q25 results announcement |

Key assumptions

| | 2025E | 2026E | 2027E |
|-----------------------------------|--------|--------|--------|
| Project sales (THB m) | 27,145 | 29,702 | 30,976 |
| Rental and service income (THB m) | 3,394 | 3,468 | 3,546 |
| Equity income from JV (THB m) | 561 | 548 | 273 |
| Property GPM (%) | 29.5 | 30.4 | 31.0 |
| GPM (%) | 29.8 | 31.0 | 31.5 |
| SG&A to sales (%) | 19.7 | 19.5 | 19.0 |

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in SIRI’s transfers, we estimate 2026 net profit to rise by 6%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2026 net profit to rise by 3%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to revenue, we estimate 2026 net profit to fall by 3%, and vice versa, all else being equal.

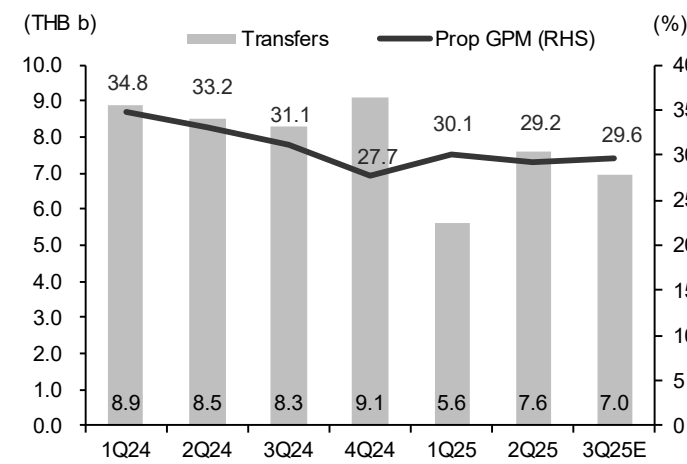
Source: FSSIA estimates

Exhibit 1: SIRI – 3Q25 results preview

| | 3Q24 | 4Q24 | 1Q25 | 2Q25 | 3Q25E | Change | |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|
| | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q%) | (y-y%) |
| Total revenue | 9,067 | 9,690 | 6,437 | 8,504 | 7,863 | (7.5) | (13.3) |
| Cost of sales | 6,254 | 6,782 | 4,465 | 6,258 | 5,749 | (8.1) | (8.1) |
| Gross profit | 2,813 | 2,908 | 1,971 | 2,247 | 2,114 | (5.9) | (24.8) |
| SG&A | 1,852 | 2,043 | 1,580 | 1,310 | 1,322 | 0.9 | (28.6) |
| Operating profit | 961 | 865 | 392 | 936 | 793 | (15.4) | (17.5) |
| Interest expense | 119 | 216 | 147 | 135 | 132 | (1.9) | 10.6 |
| Tax expense | 289 | 161 | 131 | 271 | 222 | (18.3) | (23.2) |
| Equity income from JV | 402 | 382 | 120 | 214 | 140 | (34.6) | (65.2) |
| Reported net profit | 1,307 | 1,244 | 814 | 1,214 | 1,062 | (12.6) | (18.8) |
| Core profit | 1,252 | 1,204 | 626 | 1,214 | 982 | (19.2) | (21.6) |
| Key ratios (%) | (%) | (%) | (%) | (%) | (%) | (ppt) | (ppt) |
| Property gross margin | 31.1 | 27.7 | 30.1 | 29.2 | 29.6 | 0.4 | (1.5) |
| Gross margin | 31.0 | 30.0 | 30.6 | 26.4 | 26.9 | 0.5 | (4.1) |
| SG&A / Sales | 20.4 | 21.1 | 24.5 | 15.4 | 16.8 | 1.4 | (3.6) |
| Operating margin | 10.6 | 8.9 | 6.1 | 11.0 | 10.1 | (0.9) | (0.5) |
| Net margin | 14.4 | 12.8 | 12.6 | 14.3 | 13.5 | (0.8) | (0.9) |
| Normalised profit margin | 13.8 | 12.4 | 16.0 | 27.4 | 13.8 | (13.6) | 0.0 |
| Revenue breakdown | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q%) | (y-y%) |
| Residential | 8,286 | 9,085 | 5,599 | 7,592 | 6,970 | (8.2) | (15.9) |
| Rental & Services | 781 | 605 | 838 | 913 | 893 | (2.2) | 14.4 |
| Gross margin by business | (%) | (%) | (%) | (%) | (%) | (ppt) | (ppt) |
| Residential | 31.1 | 27.7 | 30.1 | 29.2 | 29.6 | 0.4 | (1.5) |

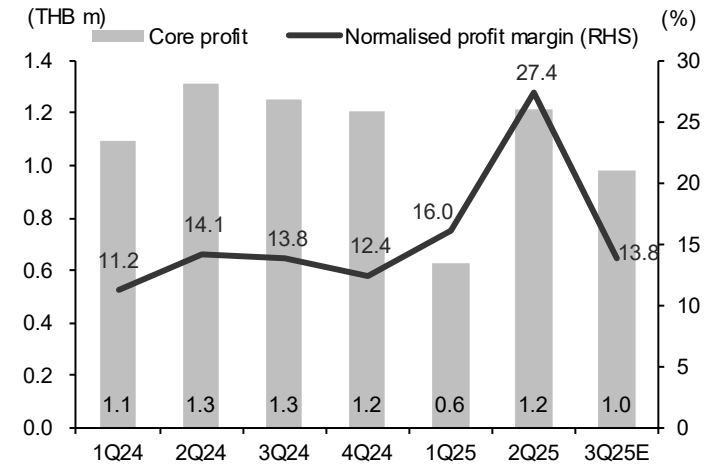
Sources: SIRI; FSSIA estimates

Exhibit 2: Quarterly transfers and property GPM



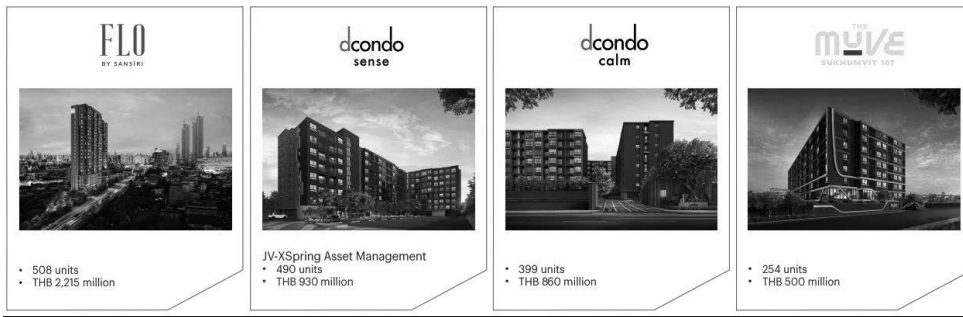
Sources: SIRI; FSSIA estimates

Exhibit 3: Quarterly core profit and normalised profit margin



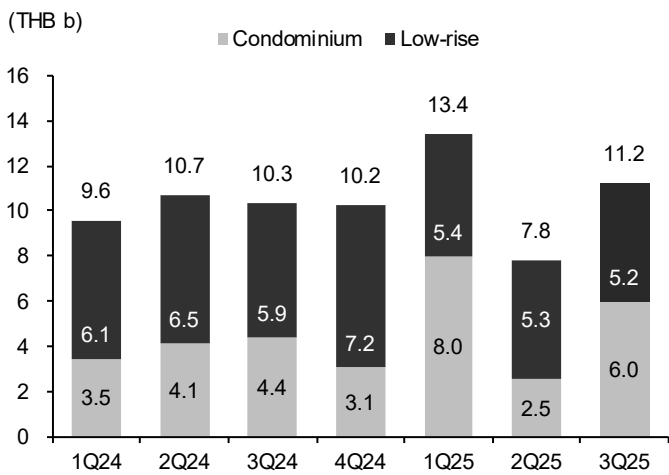
Sources: SIRI; FSSIA estimates

Exhibit 4: Four new completed condos in 3Q25



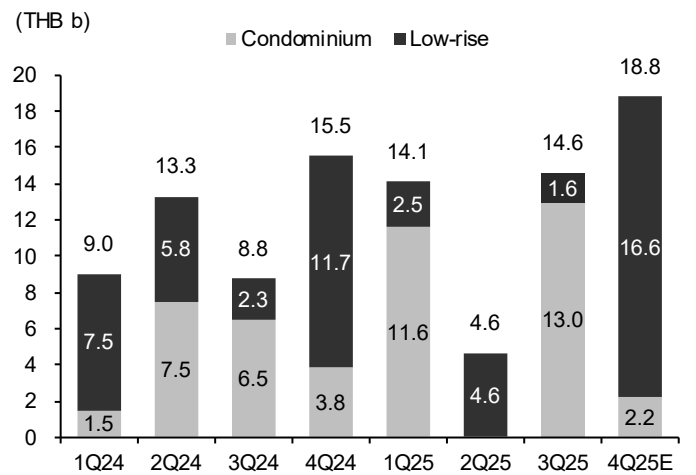
Source: SIRI

Exhibit 5: Quarterly presales



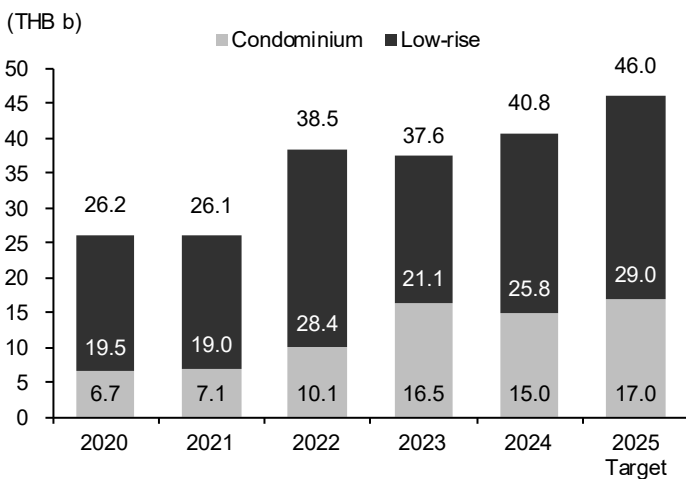
Sources: SIRI; FSSIA's compilation

Exhibit 6: Quarterly new launches



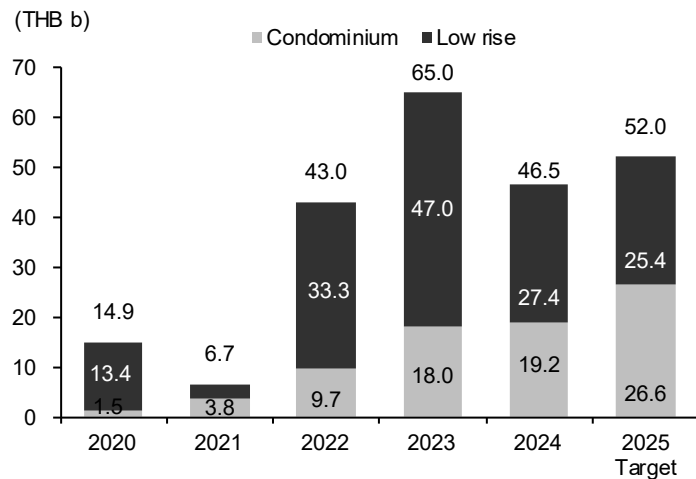
Sources: SIRI; FSSIA's compilation

Exhibit 7: Yearly presales



Sources: SIRI; FSSIA's compilation

Exhibit 8: Yearly new launches



Sources: SIRI; FSSIA's compilation

Exhibit 9: Changes in key assumptions for SIRI

| | Actual | Current | | | Previous | | | Change | | |
|---------------------------------|-----------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------|--------------|--------------|
| | 2024 (THB m) | 2025E (THB m) | 2026E (THB m) | 2027E (THB m) | 2025E (THB m) | 2026E (THB m) | 2027E (THB m) | 2025E (%) | 2026E (%) | 2027E (%) |
| Revenue (THB m) | 37,786 | 30,539 | 33,170 | 34,522 | 36,007 | 38,393 | 40,689 | (15) | (14) | (15) |
| - Transfers | 34,758 | 27,145 | 29,702 | 30,976 | 32,613 | 34,925 | 37,143 | (17) | (15) | (17) |
| - Rental and service income | 3,028 | 3,394 | 3,468 | 3,546 | 3,394 | 3,468 | 3,546 | 0 | 0 | 0 |
| Property gross margin (%) | 31.7 | 29.5 | 30.4 | 31.0 | 30.0 | 30.8 | 30.8 | (1.7) | (1.3) | 0.7 |
| Gross margin (%) | 30.8 | 29.8 | 31.0 | 31.5 | 30.2 | 31.3 | 31.2 | (1.4) | (0.9) | 0.8 |
| SG&A to revenue (%) | 20.7 | 19.7 | 19.5 | 19.0 | 19.7 | 19.2 | 18.6 | 0.3 | 1.4 | 2.5 |
| Interest expense (THB m) | 416 | 523 | 505 | 509 | 574 | 554 | 558 | (9) | (9) | (9) |
| Share of profit from JV (THB m) | 1,122 | 561 | 548 | 273 | 561 | 359 | 221 | 0 | 52 | 24 |
| Core profit (THB m) | 4,863 | 3,899 | 4,428 | 4,569 | 4,205 | 4,683 | 4,966 | (7) | (5) | (8) |
| Net profit (THB m) | 5,253 | 4,167 | 4,428 | 4,569 | 4,205 | 4,683 | 4,966 | (1) | (5) | (8) |

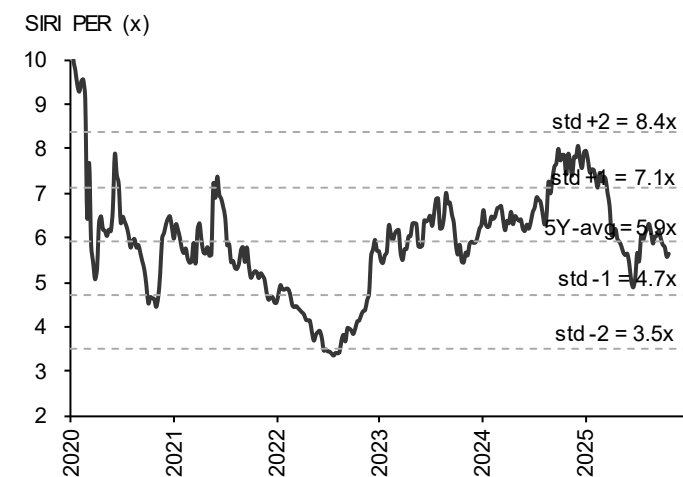
Source: FSSIA estimates

Exhibit 10: Condo value transferred in 2026

| Transfer | Project | Value (THB m) | % Sold (%) |
|----------|---------------------------------|------------------|---------------|
| 1Q26 | dcondo vivid rangsit (JV) | 1,078 | 24% |
| | Via 61 (JV) | 1,209 | 55% |
| 2Q26 | THE BASE Srichan-Khonkaen | 718 | 53% |
| | The Standard Residences Hua Hin | 4,727 | 23% |
| | THE BASE Cherngtalay | 1,513 | 87% |
| 3Q26 | dcondo kiri | 1,024 | 15% |
| | THE BASE Ratchada 19 | 1,931 | 29% |
| | SHUSH Ratchathewi | 5,331 | 28% |
| 4Q26 | Via ARI | 2,479 | 43% |

Sources: SIRI; FSSIA's compilation

Exhibit 11: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 12: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

Sansiri

| Profit and Loss (THB m) Year Ending Dec | 2023 | 2024 | 2025E | 2026E | 2027E |
|---|---------------|---------------|--------------|---------------|---------------|
| Revenue | 36,965 | 37,786 | 30,539 | 33,170 | 34,522 |
| Cost of goods sold | (25,125) | (26,156) | (21,449) | (22,887) | (23,645) |
| Gross profit | 11,841 | 11,631 | 9,090 | 10,283 | 10,878 |
| Other operating income | - | - | - | - | - |
| Operating costs | (6,743) | (7,813) | (6,021) | (6,469) | (6,576) |
| Operating EBITDA | 6,030 | 4,635 | 3,897 | 4,652 | 5,150 |
| Depreciation | (932) | (818) | (828) | (838) | (848) |
| Goodwill amortisation | - | - | - | - | - |
| Operating EBIT | 5,098 | 3,817 | 3,069 | 3,814 | 4,302 |
| Net financing costs | (253) | (106) | (73) | (55) | (49) |
| Associates | 404 | 1,142 | 580 | 567 | 293 |
| Recurring non-operating income | 1,331 | 2,072 | 1,635 | 1,492 | 1,218 |
| Non-recurring items | 952 | 390 | 268 | 0 | 0 |
| Profit before tax | 7,128 | 6,173 | 4,899 | 5,251 | 5,471 |
| Tax | (1,283) | (1,074) | (891) | (984) | (1,062) |
| Profit after tax | 5,846 | 5,099 | 4,007 | 4,268 | 4,409 |
| Minority interests | 215 | 154 | 160 | 160 | 160 |
| Preferred dividends | 0 | 0 | 0 | 0 | 0 |
| Other items | - | - | - | - | - |
| Reported net profit | 6,060 | 5,253 | 4,167 | 4,428 | 4,569 |
| Non-recurring items & goodwill (net) | (952) | (390) | (268) | 0 | 0 |
| Recurring net profit | 5,108 | 4,863 | 3,899 | 4,428 | 4,569 |
| Per share (THB) | | | | | |
| Recurring EPS * | 0.31 | 0.28 | 0.23 | 0.26 | 0.26 |
| Reported EPS | 0.37 | 0.30 | 0.24 | 0.26 | 0.26 |
| DPS | 0.20 | 0.15 | 0.12 | 0.13 | 0.13 |
| Diluted shares (used to calculate per share data) | 16,486 | 17,302 | 17,302 | 17,302 | 17,302 |
| Growth | | | | | |
| Revenue (%) | 9.7 | 2.2 | (19.2) | 8.6 | 4.1 |
| Operating EBITDA (%) | 25.4 | (23.1) | (15.9) | 19.4 | 10.7 |
| Operating EBIT (%) | 28.8 | (25.1) | (19.6) | 24.3 | 12.8 |
| Recurring EPS (%) | 14.4 | (9.3) | (19.8) | 13.5 | 3.2 |
| Reported EPS (%) | 28.2 | (17.4) | (20.7) | 6.2 | 3.2 |
| Operating performance | | | | | |
| Gross margin inc. depreciation (%) | 32.0 | 30.8 | 29.8 | 31.0 | 31.5 |
| Gross margin exc. depreciation (%) | 34.6 | 32.9 | 32.5 | 33.5 | 34.0 |
| Operating EBITDA margin (%) | 16.3 | 12.3 | 12.8 | 14.0 | 14.9 |
| Operating EBIT margin (%) | 13.8 | 10.1 | 10.0 | 11.5 | 12.5 |
| Net margin (%) | 13.8 | 12.9 | 12.8 | 13.3 | 13.2 |
| Effective tax rate (%) | 18.0 | 17.4 | 18.2 | 18.7 | 19.4 |
| Dividend payout on recurring profit (%) | 64.6 | 53.4 | 53.4 | 50.0 | 50.0 |
| Interest cover (X) | 25.4 | 55.3 | 64.2 | 95.7 | 113.1 |
| Inventory days | 1,402.3 | 1,452.2 | 1,780.0 | 1,644.9 | 1,611.6 |
| Debtor days | 9.9 | 9.8 | 9.9 | 7.5 | 7.7 |
| Creditor days | 22.3 | 28.3 | 31.0 | 22.0 | 22.4 |
| Operating ROIC (%) | 4.0 | 2.8 | 2.3 | 3.0 | 3.3 |
| ROIC (%) | 4.1 | 3.5 | 2.9 | 3.4 | 3.5 |
| ROE (%) | 11.6 | 10.3 | 7.9 | 8.7 | 8.6 |
| ROA (%) | 3.7 | 3.2 | 2.6 | 3.1 | 3.2 |
| * Pre-exceptional, pre-goodwill and fully diluted | | | | | |
| Revenue by Division (THB m) | | | | | |
| Project sales | 32,829 | 34,758 | 27,145 | 29,702 | 30,976 |
| Business management | 2,413 | 2,285 | 2,308 | 2,331 | 2,354 |
| Hotel management | 574 | 0 | 0 | 0 | 0 |
| Others | 1,149 | 743 | 1,086 | 1,137 | 1,192 |

Sources: Sansiri; FSSIA estimates

Financial Statements

Sansiri

| Cash Flow (THB m) Year Ending Dec | 2023 | 2024 | 2025E | 2026E | 2027E |
|-----------------------------------|----------------|----------------|-----------------|----------------|----------------|
| Recurring net profit | 5,108 | 4,863 | 3,899 | 4,428 | 4,569 |
| Depreciation | 932 | 818 | 828 | 838 | 848 |
| Associates & minorities | - | - | - | - | - |
| Other non-cash items | (215) | (154) | (160) | (160) | (160) |
| Change in working capital | (11,977) | 1,721 | 2,710 | 938 | (2,909) |
| Cash flow from operations | (6,152) | 7,248 | 7,277 | 6,043 | 2,348 |
| Capex - maintenance | (7,208) | - | - | (535) | (515) |
| Capex - new investment | - | - | - | - | - |
| Net acquisitions & disposals | - | - | - | - | - |
| Other investments (net) | - | (2,973) | 5,352 | - | - |
| Cash flow from investing | (7,208) | (2,973) | 5,352 | (535) | (515) |
| Dividends paid | (2,737) | (3,386) | (2,047) | (2,324) | (2,399) |
| Equity finance | 997 | 105 | 0 | 0 | 0 |
| Debt finance | 15,251 | 1,109 | (12,697) | (2,915) | 487 |
| Other financing cash flows | - | - | - | - | - |
| Cash flow from financing | 13,511 | (2,172) | (14,744) | (5,240) | (1,912) |
| Non-recurring cash flows | - | - | - | - | - |
| Other adjustments | 0 | 0 | 0 | 0 | 0 |
| Net other adjustments | 0 | 0 | 0 | 0 | 0 |
| Movement in cash | 150 | 2,103 | (2,115) | 268 | (79) |
| Free cash flow to firm (FCFF) | (12,867.04) | 4,690.77 | 13,152.26 | 6,013.43 | 2,341.93 |
| Free cash flow to equity (FCFE) | 1,890.56 | 5,384.25 | (68.29) | 2,592.67 | 2,320.39 |

| Per share (THB) | 2023 | 2024 | 2025E | 2026E | 2027E |
|-------------------------------|--------|------|-------|-------|-------|
| FCFF per share | (0.84) | 0.30 | 0.85 | 0.39 | 0.15 |
| FCFE per share | 0.12 | 0.35 | 0.00 | 0.17 | 0.15 |
| Recurring cash flow per share | 0.35 | 0.32 | 0.26 | 0.30 | 0.30 |

| Balance Sheet (THB m) Year Ending Dec | 2023 | 2024 | 2025E | 2026E | 2027E |
|---|----------------|----------------|----------------|----------------|----------------|
| Tangible fixed assets (gross) | 15,621 | 13,947 | 13,518 | 14,449 | 14,880 |
| Less: Accumulated depreciation | (3,371) | (3,961) | (4,183) | (5,467) | (6,280) |
| Tangible fixed assets (net) | 12,250 | 9,986 | 9,335 | 8,982 | 8,599 |
| Intangible fixed assets (net) | 0 | 0 | 0 | 0 | 0 |
| Long-term financial assets | - | - | - | - | - |
| Invest. in associates & subsidiaries | 21,552 | 25,970 | 20,441 | 20,491 | 20,541 |
| Cash & equivalents | 2,810 | 4,913 | 2,798 | 3,066 | 2,987 |
| A/C receivable | 1,030 | 1,001 | 657 | 713 | 742 |
| Inventories | 100,042 | 101,582 | 99,541 | 99,185 | 102,127 |
| Other current assets | 6,527 | 3,259 | 3,054 | 3,317 | 3,452 |
| Current assets | 110,409 | 110,755 | 106,049 | 106,281 | 109,309 |
| Other assets | 3,093 | 2,688 | 2,168 | 2,355 | 2,451 |
| Total assets | 147,303 | 149,399 | 137,994 | 138,110 | 140,900 |
| Common equity | 45,949 | 48,178 | 50,030 | 52,133 | 54,304 |
| Minorities etc. | 1,459 | 812 | 812 | 812 | 812 |
| Total shareholders' equity | 47,408 | 48,990 | 50,842 | 52,946 | 55,116 |
| Long term debt | 52,272 | 47,227 | 39,759 | 42,301 | 42,691 |
| Other long-term liabilities | 2,219 | 2,272 | 1,832 | 1,990 | 2,071 |
| Long-term liabilities | 54,491 | 49,499 | 41,591 | 44,291 | 44,762 |
| A/C payable | 1,716 | 2,212 | 1,287 | 1,373 | 1,419 |
| Short term debt | 35,408 | 41,562 | 36,333 | 30,875 | 30,973 |
| Other current liabilities | 8,281 | 7,135 | 7,940 | 8,624 | 8,631 |
| Current liabilities | 45,404 | 50,910 | 45,560 | 40,873 | 41,022 |
| Total liabilities and shareholders' equity | 147,303 | 149,399 | 137,994 | 138,110 | 140,900 |
| Net working capital | 97,603 | 96,494 | 94,025 | 93,218 | 96,272 |
| Invested capital | 134,497 | 135,138 | 125,969 | 125,046 | 127,864 |

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

| Per share (THB) | 2023 | 2024 | 2025E | 2026E | 2027E |
|-------------------------------|------|------|-------|-------|-------|
| Book value per share | 2.79 | 2.78 | 2.89 | 3.01 | 3.14 |
| Tangible book value per share | 2.79 | 2.78 | 2.89 | 3.01 | 3.14 |

| Financial strength | 2023 | 2024 | 2025E | 2026E | 2027E |
|---------------------------|-------|-------|-------|-------|-------|
| Net debt/equity (%) | 179.0 | 171.2 | 144.2 | 132.4 | 128.2 |
| Net debt/total assets (%) | 57.6 | 56.1 | 53.1 | 50.8 | 50.2 |
| Current ratio (x) | 2.4 | 2.2 | 2.3 | 2.6 | 2.7 |
| CF interest cover (x) | 8.5 | 51.6 | 0.1 | 47.7 | 48.6 |

| Valuation | 2023 | 2024 | 2025E | 2026E | 2027E |
|---|------------|------------|------------|------------|------------|
| Recurring P/E (x) * | 4.6 | 5.0 | 6.3 | 5.5 | 5.3 |
| Recurring P/E @ target price (x) * | 5.0 | 5.5 | 6.9 | 6.1 | 5.9 |
| Reported P/E (x) | 3.8 | 4.6 | 5.9 | 5.5 | 5.3 |
| Dividend yield (%) | 14.2 | 10.6 | 8.5 | 9.1 | 9.4 |
| Price/book (x) | 0.5 | 0.5 | 0.5 | 0.5 | 0.4 |
| Price/tangible book (x) | 0.5 | 0.5 | 0.5 | 0.5 | 0.4 |
| EV/EBITDA (x) ** | 18.2 | 23.5 | 25.3 | 20.5 | 18.6 |
| EV/EBITDA @ target price (x) ** | 18.6 | 24.1 | 25.9 | 21.0 | 19.1 |
| EV/invested capital (x) | 0.8 | 0.8 | 0.8 | 0.8 | 0.7 |

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

Sources: Sansiri; FSSIA estimates

Sansiri PCL (SIRI TB)

FSSIA ESG rating

★ ★ ★ ★

61.58 /100

Exhibit 13: 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 14: 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 | 54.36 | -- | Y | AA | 5.00 | 5.00 | Certified | Medium | 57.77 | -- | -- | 28.33 | 30.00 | 2.40 | 49.23 |
| ASW | 34.74 | -- | -- | AA | 5.00 | 5.00 | Certified | -- | -- | -- | -- | 77.89 | -- | -- | -- |
| BRI | 24.00 | -- | -- | AA | 5.00 | 4.00 | Certified | -- | -- | -- | -- | -- | -- | -- | -- |
| NOBLE | 35.90 | -- | -- | AAA | 5.00 | 5.00 | Certified | -- | -- | -- | -- | 57.23 | 30.00 | -- | -- |
| ORI | 50.11 | -- | Y | AAA | 5.00 | 5.00 | Certified | -- | 60.18 | -- | -- | 44.27 | 13.00 | 3.62 | 59.36 |
| SC | 48.09 | -- | Y | AA | 5.00 | 5.00 | Certified | -- | -- | -- | -- | 74.11 | 31.00 | 3.30 | 54.64 |
| SIRI | 61.58 | -- | Y | AAA | 5.00 | 5.00 | Certified | Medium | -- | A | -- | 61.03 | 29.00 | 3.43 | 58.65 |
| SPALI | 63.30 | -- | Y | A | 5.00 | 5.00 | Certified | Medium | 61.52 | BBB | -- | 56.55 | 28.00 | 3.43 | 54.82 |

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 15: ESG score by Bloomberg

| FY ending Dec 31 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| ESG financial materiality scores - ESG score | 3.28 | 3.31 | 3.28 | 3.37 | 3.36 | 3.54 | 3.18 | 3.43 |
| BESG environmental pillar score | 1.87 | 1.95 | 1.91 | 2.06 | 1.90 | 2.23 | 2.26 | 2.17 |
| BESG social pillar score | 6.80 | 7.10 | 7.25 | 7.24 | 7.85 | 7.84 | 4.58 | 7.78 |
| BESG governance pillar score | 4.41 | 4.29 | 4.24 | 4.21 | 4.32 | 4.25 | 4.08 | 4.06 |
| ESG disclosure score | 44.65 | 55.79 | 56.84 | 58.06 | 59.50 | 58.76 | 58.30 | 58.65 |
| Environmental disclosure score | 24.34 | 40.29 | 43.43 | 47.12 | 51.04 | 48.81 | 53.43 | 53.43 |
| Social disclosure score | 28.39 | 45.89 | 45.89 | 45.89 | 46.28 | 46.28 | 40.30 | 41.32 |
| Governance disclosure score | 81.10 | 81.10 | 81.10 | 81.10 | 81.10 | 81.10 | 81.10 | 81.10 |
| Environmental | | | | | | | | |
| Emissions reduction initiatives | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Climate change policy | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Climate change opportunities discussed | No | No | No | No | No | No | No | No |
| Risks of climate change discussed | No | No | No | No | No | No | Yes | Yes |
| GHG scope 1 | 1 | 1 | 2 | 1 | 1 | 0 | 1 | 1 |
| GHG scope 2 location-based | 1 | 1 | 4 | 3 | 4 | 6 | 10 | 13 |
| GHG Scope 3 | — | — | 2 | 1 | 28 | 2,507 | 2,788 | 1,915 |
| Carbon per unit of production | — | — | — | — | — | — | — | — |
| Biodiversity policy | No | No | No | No | No | No | Yes | Yes |
| Energy efficiency policy | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Total energy consumption | 1 | 1 | 6 | 6 | 8 | 15 | 15 | 35 |
| Renewable energy use | — | — | 1 | 1 | 1 | 1 | 1 | 1 |
| Electricity used | 1 | 1 | 5 | 5 | 8 | 13 | 14 | 26 |
| Fuel used - natural gas | — | — | — | — | — | — | 0 | 0 |

Sources: Bloomberg; FSSIA's compilation

Exhibit 16: ESG score by Bloomberg (cont.)

| FY ending Dec 31 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Fuel used - crude oil/diesel | No | No | No | No | No | No | No | No |
| Waste reduction policy | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Hazardous waste | — | — | — | — | 0 | 1 | 0 | 0 |
| Total waste | 2 | 2 | 2 | 3 | 0 | 2 | 1 | 6 |
| Waste recycled | — | — | — | 0 | 0 | 0 | 0 | 3 |
| Waste sent to landfills | — | — | — | — | 0 | 1 | 1 | 3 |
| Environmental supply chain management | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Water policy | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Water consumption | — | — | — | — | 155 | 112 | 317 | 416 |
| Social | | | | | | | | |
| Human rights policy | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Policy against child labor | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Quality assurance and recall policy | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Consumer data protection policy | No | No | No | No | No | No | No | Yes |
| Equal opportunity policy | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Gender pay gap breakout | No | No | No | No | Yes | Yes | Yes | Yes |
| Pct women in workforce | 49 | 46 | 46 | 45 | 44 | 41 | 42 | 42 |
| 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 | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Lost time incident rate - employees | — | — | — | — | — | — | — | — |
| Total recordable incident rate - employees | — | — | — | 1 | 1 | 1 | 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 | 3,448 | 3,744 | 4,155 | 4,246 | 3,966 | 4,163 | 4,454 | 4,992 |
| Employee turnover pct | 20 | 19 | 23 | 22 | 31 | 54 | 34 | 26 |
| Total hours spent by firm - employee training | 58,444 | 100,189 | 74,208 | 76,683 | 44,499 | 44,627 | 51,995 | 95,888 |
| Social supply chain management | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Governance | | | | | | | | |
| Board size | 10 | 10 | 12 | 11 | 12 | 12 | 12 | 12 |
| No. of independent directors (ID) | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 |
| No. of women on board | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of non-executive directors on board | 7 | 7 | 7 | 6 | 7 | 8 | 7 | 7 |
| Company conducts board evaluations | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| No. of board meetings for the year | 10 | 12 | 12 | 15 | 13 | 11 | 10 | 14 |
| Board meeting attendance pct | 93 | 93 | 89 | 92 | 95 | 95 | 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 | 47 | 48 | 49 | 51 | 52 | 53 | 54 | 47 |
| Age of the oldest director | 81 | 82 | 83 | 63 | 64 | 65 | 66 | 67 |
| No. of executives / company managers | 22 | 20 | 13 | 16 | 14 | 12 | 13 | 10 |
| No. of female executives | 6 | 4 | 1 | 1 | 3 | 2 | 0 | 1 |
| Executive share ownership guidelines | No | No | No | No | No | No | No | No |
| Size of audit committee | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 |
| No. of ID on audit committee | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 |
| Audit committee meetings | 5 | 5 | 4 | 4 | 5 | 5 | 6 | 7 |
| Audit meeting attendance % | 93 | 100 | 100 | 100 | 100 | 85 | 100 | 100 |
| Size of compensation committee | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 |
| No. of ID on compensation committee | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| No. of compensation committee meetings | 4 | 2 | 2 | 3 | 4 | 2 | 2 | 3 |
| Compensation meeting attendance % | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Size of nomination committee | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 |
| No. of nomination committee meetings | 4 | 2 | 2 | 3 | 4 | 2 | 2 | 3 |
| Nomination meeting attendance % | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 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 Sustainalytics | 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 & 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 border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </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 border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <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> </tbody> </table> | AAA | 8.571-10.000 | Leader: | leading its industry in managing the most significant ESG risks and opportunities | AA | 7.143-8.570 | A | 5.714-7.142 | BBB | 4.286-5.713 | Average: | a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers | BB | 2.857-4.285 | B | 1.429-2.856 | CCC | 0.000-1.428 | Laggard: | lagging its industry based on its high exposure and failure to manage significant ESG risks |
| AAA | 8.571-10.000 | Leader: | leading its industry in managing the most significant ESG risks and opportunities | | | | | | | | | | | | | | | | | | |
| AA | 7.143-8.570 | | | | | | | | | | | | | | | | | | | | |
| A | 5.714-7.142 | | | | | | | | | | | | | | | | | | | | |
| BBB | 4.286-5.713 | Average: | a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers | | | | | | | | | | | | | | | | | | |
| BB | 2.857-4.285 | | | | | | | | | | | | | | | | | | | | |
| B | 1.429-2.856 | | | | | | | | | | | | | | | | | | | | |
| CCC | 0.000-1.428 | Laggard: | lagging its industry based on its high exposure and failure to manage significant ESG risks | | | | | | | | | | | | | | | | | | |
| Moody's ESG solutions | Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term. | | | | | | | | | | | | | | | | | | | | |
| Refinitiv ESG rating | Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i> | | | | | | | | | | | | | | | | | | | | |
| S&P Global | The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100. | | | | | | | | | | | | | | | | | | | | |
| Bloomberg | ESG Score | Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best. | | | | | | | | | | | | | | | | | | | |
| Bloomberg | ESG Disclosure Score | Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point. | | | | | | | | | | | | | | | | | | | |

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) "SETESG". 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

Finansia Syrus Securities Public Company Limited and FSS International Investment Advisory Securities Company Limited are subsidiaries of Finansia X Public Company Limited, with shared directors or executives.

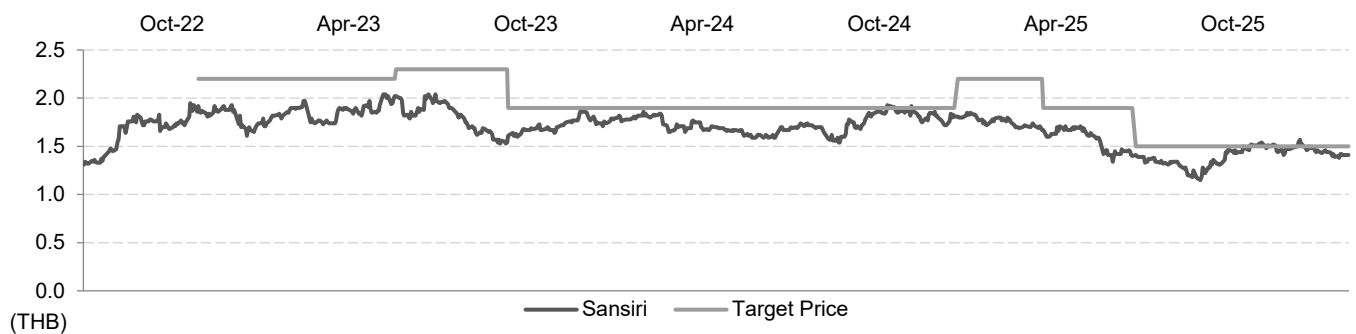
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History of change in investment rating and/or target price

Sansiri (SIRI TB)



| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 06-Feb-2023 | BUY | 2.20 | 11-Jan-2024 | HOLD | 1.90 | 06-Feb-2025 | BUY | 1.90 |
| 27-Jul-2023 | BUY | 2.30 | 03-Apr-2024 | BUY | 1.90 | 25-Apr-2025 | HOLD | 1.50 |
| 01-Nov-2023 | BUY | 1.90 | 22-Nov-2024 | BUY | 2.20 | | | |

Thanyatorn Songwutti started covering this stock from 06-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

| Company | Ticker | Price | Rating | Valuation & Risks |
|---------|---------|----------|--------|---|
| Sansiri | SIRI TB | THB 1.41 | HOLD | Downside risks to our P/E-based TP include 1) lower-than-expected take-up rates of new launches; 2) a slowdown in the economy and purchasing power, 3) fierce competition, 4) a higher loan rejection rate and customer cancellation, 5) a construction delay and labor shortages, and 6) a higher D/E ratio than property peers. |

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 29-Oct-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.