

ASSETWISE ASW TB

THAILAND / PROPERTY DEVELOPMENT

BUY

UNCHANGED

1Q26 presales hold up in weak market

TARGET PRICE	THB9.00
CLOSE	THB7.30
UP/DOWNSIDE	+23.3%
TP vs CONSENSUS	+8.2%

Highlights

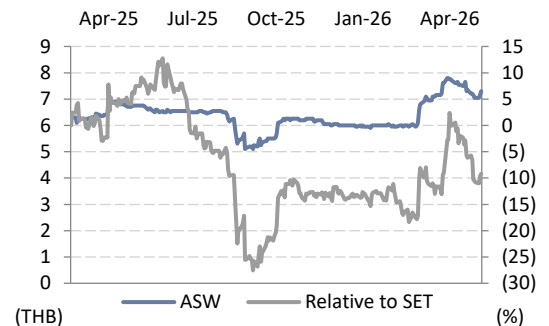
- เรามีมุมมองเป็นกลางต่อยอด Presales 1Q26 ของ ASW ที่ 6.85 พันล้านบาท (+16% q-q, -18% y-y) แบ่งเป็นสัดส่วน ASW 38% และ TITLE 62% โดยยอด Presales 1Q26 คิดเป็น 37% ของเป้าทั้งปีที่ 1.85 หมื่นล้านบาท (-21% y-y)
- ภาพรวมตลาดอสังหาริมทรัพย์ใน 1Q26 ยังซบเซาใกล้เคียง 4Q25 จากความไม่แน่นอนหลายด้าน ทั้งประเด็นการเมืองและความตึงเครียดตะวันออกกลาง รวมถึงมูลค่าโครงการเปิดใหม่ของ ASW ใน 1Q26 ที่ลดลงเหลือ 4.85 พันล้านบาท (-50% q-q, -55% y-y) อย่างไรก็ตาม ยอด Presales ยังเติบโต q-q จากอัตราการขายที่ดีของโครงการเปิดใหม่ ขณะที่ยอดขายในภูเก็ตยังแข็งแกร่งกว่ากรุงเทพฯ จากอุปสงค์ต่างชาติและปัจจัยบวกตามฤดูกาลท่องเที่ยว
- บริษัทเปิดตัวโครงการใหม่ 3 โครงการ ได้แก่ โครงการแนวราบของ ASW มูลค่า 255 ล้านบาท และคอนโดมิเนียม 2 โครงการ โดยโครงการแรกคือ Kave Carnival Rangsit (1.4 พันล้านบาท) คอนโดใกล้มหาวิทยาลัยรังสิต มียอดขาย 30% เป็นไปตามคาด
- อีกโครงการคือ Biancana Surin (3.2 พันล้านบาท) ของ TITLE ในภูเก็ต มียอดขายแข็งแกร่งที่ 65% สะท้อนอุปสงค์จากลูกค้าต่างชาติ โดยเฉพาะยุโรปและรัสเซีย รวมถึงความสำเร็จในการขายไปยังทำเลใหม่หาดสุรินทร์ ซึ่งเป็นโครงการแรกของบริษัทในพื้นที่นี้ โครงการอยู่ในซอกเมเนเจอร์ระดับบน ราคาเฉลี่ย 200,000 บาทต่อตารางเมตร (เทียบกับประมาณ 100,000 บาทต่อตารางเมตรของโครงการที่บริษัทพัฒนาก่อนหน้านี้ในทำเลอื่น) โดยมีจุดเด่นจากทำเลใกล้ชายหาด (ประมาณ 200 เมตร) และไม่มีอุปทานใหม่ในพื้นที่
- นอกจากนี้ ยอด Presales ยังได้รับแรงหนุนจาก Event กิจกรรมส่งเสริมการขายช่วงวันที่ 5-11 มี.ค. ที่ Central Ladprao ซึ่งสร้างยอดขายได้ราว 1.2 พันล้านบาท

Outlook

- เบื้องต้นคาดการณ์กำไรสุทธิ 1Q26 จะลดลงทั้ง q-q และ y-y โดยหากตัดรายการพิเศษใน 1Q25 ออก คาดกำไรปกติ 1Q26 จะเพิ่มขึ้น y-y แต่ลดลง q-q จากฐานสูงใน 4Q25 โดยการเติบโต y-y หนุนจากคอนโดสร้างเสร็จใหม่ 2 โครงการ ควบคู่กับการโอนต่อเนื่องจากโครงการในภูเก็ต
- คาดโมเมนตัมกำไรจะเร่งตัวใน 2Q26 จากแผนโอนคอนโดใหม่ 4 โครงการ (กรุงเทพฯ 2 โครงการ และภูเก็ต 2 โครงการ) มูลค่ารวม 1.34 หมื่นล้านบาท และมีอัตราการขายเฉลี่ย 62% ขณะที่ความขัดแย้งในตะวันออกกลางคาดไม่กระทบอย่างมีนัยต่อการโอนของลูกค้าต่างชาติในโครงการภูเก็ต เนื่องจากลูกค้าได้ชำระมากกว่า 75% ของมูลค่าขายแล้ว
- คงประมาณการกำไรสุทธิปี 2026 ที่ 1.5 พันล้านบาท (+43% y-y) และราคาเป้าหมายที่ 9.0 บาท โดย ASW ซื้อขายที่เพียง 4.7 เท่า ของ P/E ปี 2026 พร้อมเงินปันผลปี 2025 ที่ 0.50 บาทต่อหุ้น (Dividend yield 6.8%) ซึ่งขึ้น XD วันที่ 30 เม.ย. 2026

KEY STOCK DATA

YE Dec (THB m)	2025	2026E	2027E	2028E
Revenue	9,226	12,773	14,413	16,076
Net profit	1,078	1,538	1,616	1,779
EPS (THB)	1.20	1.55	1.63	1.80
vs Consensus (%)	-	-	0.0	-
EBITDA	1,997	2,771	3,046	3,303
Recurring net profit	998	1,538	1,616	1,779
Core EPS (THB)	1.11	1.55	1.63	1.80
EPS growth (%)	(28.1)	40.1	5.0	10.1
Core P/E (x)	6.6	4.7	4.5	4.1
Dividend yield (%)	6.8	8.5	8.9	9.9
EV/EBITDA (x)	11.2	7.8	6.8	6.1
Price/book (x)	0.7	0.7	0.7	0.6
Net debt/Equity (%)	152.9	126.5	106.7	93.4
ROE (%)	12.0	16.5	15.7	15.7



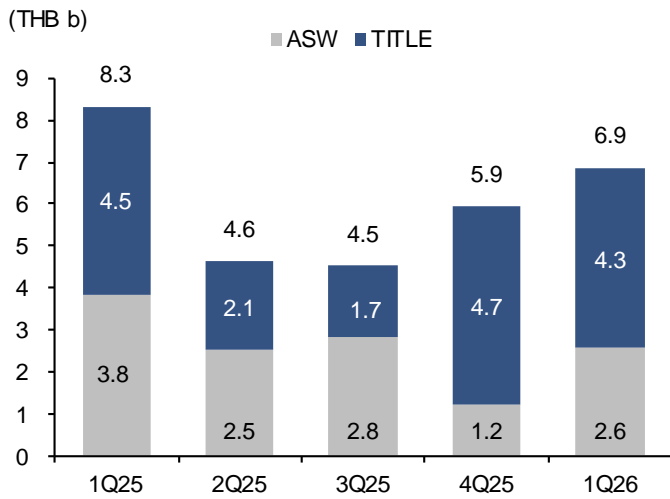
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.9)	21.7	15.9
Relative to country (%)	(0.2)	4.2	(8.0)
Mkt cap (USD m)	202		
3m avg. daily turnover (USD m)	0.0		
Free float (%)	0		
Major shareholder	Vipanpong Family (71%)		
12m high/low (THB)	8.20/4.90		
Issued shares (m)	856.12		

Sources: Bloomberg consensus; FSSIA estimates


Thanyatorn Songwutti

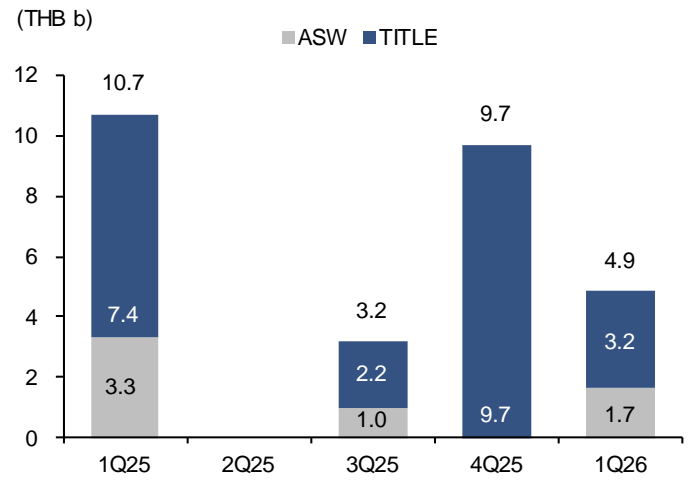
 Fundamental Investment Analyst on Securities; License no. 101203
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Exhibit 1: Quarterly presales



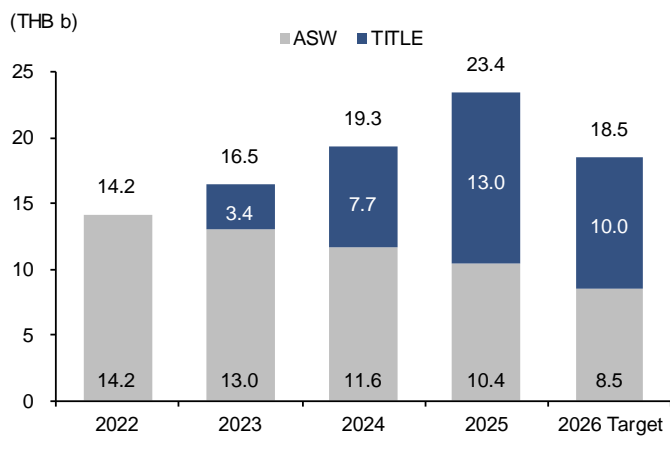
Sources: ASW; FSSIA's compilation

Exhibit 2: Quarterly new launches



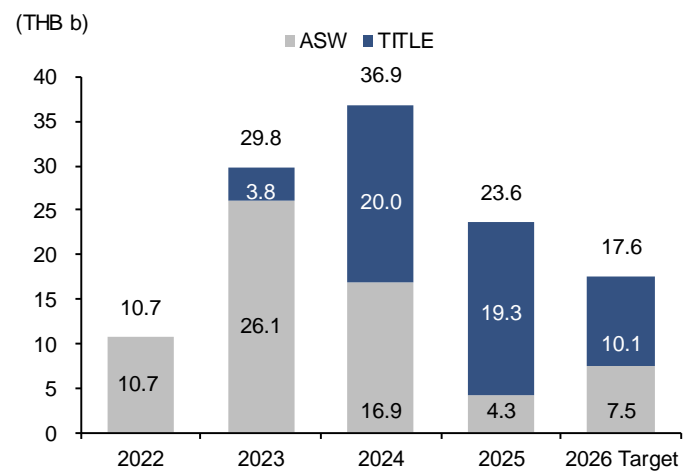
Sources: ASW; FSSIA's compilation

Exhibit 3: Yearly presales



Sources: ASW; FSSIA's compilation

Exhibit 4: Yearly new launches



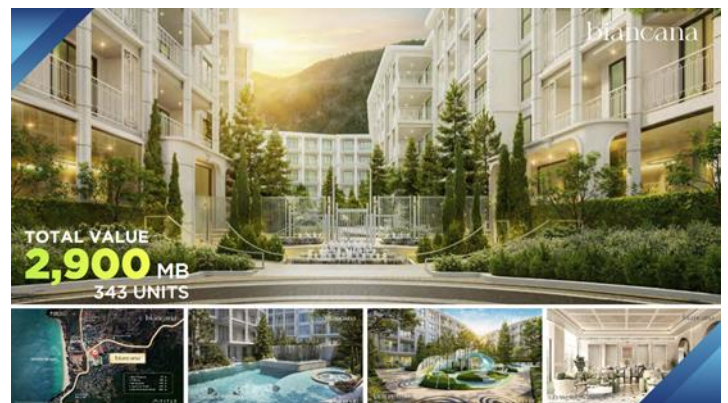
Sources: ASW; FSSIA's compilation

Exhibit 5: Kave Carnival Rangsit: new ASW condo launch



Source: ASW

Exhibit 6: Biancana Surin: new TITL condo launch



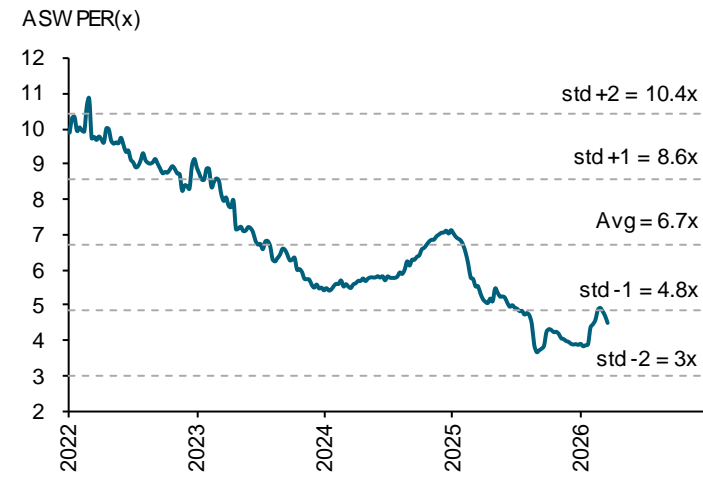
Source: ASW

Exhibit 7: 2026 Condo transfer plan



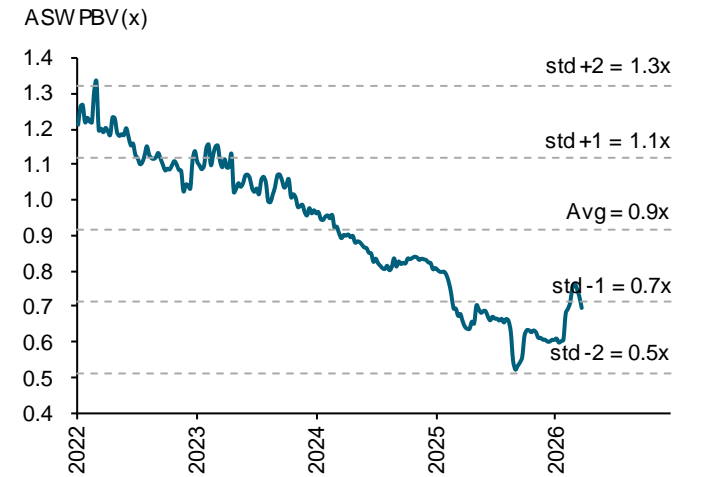
Source: ASW

Exhibit 8: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 9: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

Assetwise

Profit and Loss (THB m) Year Ending Dec	2024	2025	2026E	2027E	2028E
Revenue	9,792	9,226	12,773	14,413	16,076
Cost of goods sold	(5,778)	(5,432)	(7,753)	(8,895)	(9,929)
Gross profit	4,014	3,794	5,020	5,518	6,147
Other operating income	127	160	150	160	160
Operating costs	(2,172)	(2,169)	(2,648)	(2,906)	(3,305)
Operating EBITDA	2,152	1,997	2,771	3,046	3,303
Depreciation	(184)	(213)	(249)	(274)	(300)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	1,968	1,785	2,522	2,772	3,003
Net financing costs	(63)	(317)	(344)	(325)	(312)
Associates	(21)	16	49	(48)	(22)
Recurring non-operating income	(21)	16	49	(48)	(22)
Non-recurring items	69	80	0	0	0
Profit before tax	1,953	1,563	2,227	2,399	2,668
Tax	(463)	(337)	(468)	(514)	(565)
Profit after tax	1,489	1,227	1,759	1,885	2,103
Minority interests	(32)	(149)	(220)	(269)	(324)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,457	1,078	1,538	1,616	1,779
Non-recurring items & goodwill (net)	(69)	(80)	0	0	0
Recurring net profit	1,389	998	1,538	1,616	1,779
Per share (THB)					
Recurring EPS *	1.54	1.11	1.55	1.63	1.80
Reported EPS	1.62	1.20	1.55	1.63	1.80
DPS	0.00	0.50	0.62	0.65	0.72
Diluted shares (used to calculate per share data)	900	900	990	990	990
Growth					
Revenue (%)	44.6	(5.8)	38.4	12.8	11.5
Operating EBITDA (%)	51.3	(7.2)	38.8	9.9	8.4
Operating EBIT (%)	54.4	(9.3)	41.3	9.9	8.3
Recurring EPS (%)	69.6	(28.1)	40.1	5.0	10.1
Reported EPS (%)	33.3	(26.0)	29.8	5.0	10.1
Operating performance					
Gross margin inc. depreciation (%)	41.0	41.1	39.3	38.3	38.2
Gross margin exc. depreciation (%)	42.9	43.4	41.3	40.2	40.1
Operating EBITDA margin (%)	22.0	21.6	21.7	21.1	20.5
Operating EBIT margin (%)	20.1	19.3	19.7	19.2	18.7
Net margin (%)	14.2	10.8	12.0	11.2	11.1
Effective tax rate (%)	23.7	21.5	21.0	21.4	21.2
Dividend payout on recurring profit (%)	-	45.1	40.0	40.0	40.0
Interest cover (X)	30.9	5.7	7.5	8.4	9.5
Inventory days	1,268.9	1,675.9	1,262.4	1,090.7	953.5
Debtor days	14.7	25.6	20.5	13.8	15.7
Creditor days	393.0	758.8	620.3	517.1	451.9
Operating ROIC (%)	9.4	7.6	(2.6)	(17.5)	(18.9)
ROIC (%)	8.4	6.9	(2.4)	(15.5)	(16.8)
ROE (%)	19.3	12.0	16.5	15.7	15.7
ROA (%)	5.6	4.2	4.7	4.2	4.9
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Project sales	9,266	8,629	12,229	13,864	15,521
Rental and services	526	598	545	549	554

Sources: Assetwise; FSSIA estimates

Financial Statements

Assetwise

Cash Flow (THB m) Year Ending Dec	2024	2025	2026E	2027E	2028E
Recurring net profit	1,389	998	1,538	1,616	1,779
Depreciation	184	213	249	274	300
Associates & minorities	-	-	-	-	-
Other non-cash items	0	0	0	0	0
Change in working capital	(1,049)	(3,410)	376	246	(369)
Cash flow from operations	523	(2,200)	2,164	2,135	1,711
Capex - maintenance	-	-	-	-	-
Capex - new investment	-	(462)	(353)	(407)	(438)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(1,237)	-	-	-	-
Cash flow from investing	(1,237)	(462)	(353)	(407)	(438)
Dividends paid	(157)	(450)	(615)	(646)	(712)
Equity finance	(85)	136	90	0	0
Debt finance	1,027	2,090	(799)	(700)	(500)
Other financing cash flows	-	-	-	-	-
Cash flow from financing	784	1,777	(1,324)	(1,346)	(1,212)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	547	0	0	0
Net other adjustments	0	547	0	0	0
Movement in cash	71	(338)	487	382	60
Free cash flow to firm (FCFF)	(650.71)	(2,344.41)	2,154.88	2,054.28	1,584.39
Free cash flow to equity (FCFE)	313.46	(24.35)	1,012.66	1,028.90	772.21

Per share (THB)

FCFF per share	(0.76)	(2.74)	2.52	2.40	1.85
FCFE per share	0.37	(0.03)	1.18	1.20	0.90
Recurring cash flow per share	1.75	1.35	1.81	1.91	2.10

Balance Sheet (THB m) Year Ending Dec	2024	2025	2026E	2027E	2028E
Tangible fixed assets (gross)	2,659	3,265	3,511	3,720	3,949
Less: Accumulated depreciation	(274)	(442)	(643)	(875)	(1,130)
Tangible fixed assets (net)	2,385	2,823	2,867	2,845	2,819
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	12	11	11	11	11
Invest. in associates & subsidiaries	1,338	1,187	1,211	1,235	1,260
Cash & equivalents	1,423	1,085	1,572	1,954	2,015
A/C receivable	373	923	511	577	804
Inventories	22,089	25,843	26,060	25,465	24,841
Other current assets	1,810	3,534	2,299	2,594	2,894
Current assets	25,694	31,385	30,442	30,590	30,554
Other assets	697	1,031	894	937	965
Total assets	30,127	36,437	35,426	35,617	35,608
Common equity	7,810	8,796	9,809	10,778	11,846
Minorities etc.	816	919	919	919	919
Total shareholders' equity	8,626	9,715	10,728	11,698	12,766
Long term debt	6,278	6,620	6,950	6,626	6,360
Other long-term liabilities	563	1,007	563	596	667
Long-term liabilities	6,841	7,627	7,513	7,222	7,027
A/C payable	8,429	13,273	12,229	12,200	11,641
Short term debt	7,571	9,319	8,190	7,814	7,580
Other current liabilities	357	85	383	432	482
Current liabilities	16,357	22,676	20,802	20,446	19,703
Total liabilities and shareholders' equity	31,824	40,019	39,043	39,366	39,496
Net working capital	15,484	16,942	16,258	16,003	16,415
Invested capital	19,916	21,995	21,242	21,031	21,470

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

Per share (THB)

Book value per share	8.68	9.78	9.91	10.89	11.97
Tangible book value per share	8.68	9.78	9.91	10.89	11.97

Financial strength

Net debt/equity (%)	144.0	152.9	126.5	106.7	93.4
Net debt/total assets (%)	41.2	40.8	38.3	35.1	33.5
Current ratio (x)	1.6	1.4	1.5	1.5	1.6
CF interest cover (x)	6.0	2.4	5.0	5.4	4.9

Valuation	2024	2025	2026E	2027E	2028E
Recurring P/E (x) *	4.7	6.6	4.7	4.5	4.1
Recurring P/E @ target price (x) *	5.8	8.1	5.8	5.5	5.0
Reported P/E (x)	4.5	6.1	4.7	4.5	4.1
Dividend yield (%)	-	6.8	8.5	8.9	9.9
Price/book (x)	0.8	0.7	0.7	0.7	0.6
Price/tangible book (x)	0.8	0.7	0.7	0.7	0.6
EV/EBITDA (x) **	9.2	11.2	7.8	6.8	6.1
EV/EBITDA @ target price (x) **	9.9	12.0	8.4	7.3	6.6
EV/invested capital (x)	1.0	1.0	1.0	1.0	0.9

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

Sources: Assetwise; FSSIA estimates

ASSETWISE PCL (ASW TB)

FSSIA ESG rating

★★

Exhibit 10: FSSIA ESG score implication

34.73 /100

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.

Source: FSSIA estimates

Exhibit 11: 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	54.32	--	Y	AA	5.00	5.00	Certified	Medium	57.53	--	--	29.06	45.00	--	52.40
ASW	34.73	--	--	AAA	5.00	5.00	Certified	--	--	--	--	77.83	--	--	--
BRI	23.00	--	--	AA	5.00	4.00	Certified	--	--	--	--	--	--	--	--
NOBLE	36.29	--	--	AAA	5.00	5.00	Certified	--	--	--	--	60.32	30.00	--	--
ORI	44.77	--	Y	AAA	5.00	5.00	Certified	--	59.84	--	--	45.35	13.00	--	--
SC	49.65	--	Y	AAA	5.00	5.00	Certified	--	--	--	--	77.85	31.00	4.03	53.89
SIRI	60.71	--	Y	AAA	5.00	5.00	Certified	Medium	--	A	--	60.05	39.00	--	63.04
SPALI	61.92	--	Y	AA	5.00	5.00	Certified	Medium	59.86	BBB	--	57.25	30.00	3.26	56.03

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 12: ESG disclosure from the company's one report

FY ending Dec 31	FY 2023	FY 2024	FY ending Dec 31	FY 2023	FY 2024
Environmental			Governance		
Climate change policy	Yes	Yes	Board size / Independent directors (ID) / Female	9 / 5 / 2	9 / 5 / 2
Climate change opportunities discussed	--	--	No. of board meetings for the year / % attendance	5 / 98%	5 / 100%
GHG scope 2 location-based policy	Yes	Yes	Company conducts board evaluations	Yes	Yes
Biodiversity policy	Yes	Yes	Number of non-executive directors on board	6	6
Energy efficiency policy	Yes	Yes	Director share ownership guidelines	No	No
Electricity used	822.6	841.9	Board age limit	No	No
Fuel used - crude oil/diesel	49.04	52.13	Age of the youngest / oldest director	36 / 65	37 / 66
Waste reduction policy	Yes	Yes	Number of executives / female	6 / 2	6 / 2
Water policy	Yes	Yes	Executive share ownership guidelines	No	No
Water consumption	4.23	4.94	Size of audit committee / ID	3 / 3	3 / 3
Social			Audit committee meetings	5	4
Human rights policy	Yes	Yes	Audit committee meeting attendance (%)	93.33	100
Policy against child labor	Yes	Yes	Size of compensation committee	3 / 2	3 / 2
Quality assurance and recall policy	Yes	Yes	Number of compensation committee meetings	3	3
Consumer data protection policy	Yes	Yes	Compensation committee meeting attendance (%)	100	100
Equal opportunity policy	Yes	Yes	Size of nomination committee / ID	3 / 2	3 / 2
Pct women in workforce	61.5	60.52	Number of nomination committee meetings	3	3
Business ethics policy	Yes	Yes	Nomination committee meeting attendance (%)	100	100
Anti-bribery ethics policy	Yes	Yes	Board compensation (THB m)	3.5	2.9
Health and safety policy	Yes	Yes	Auditor fee (THB m)	0.95	1.73
Lost time incident rate - employees	--	--	(EY OFFICE LIMITED)		
Training policy	Yes	Yes			
Fair remuneration policy	Yes	Yes			
Total hours spent by firm - employee training	2,461	2,798			
Social supply chain management	Yes	Yes			

Source: 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-top: 10px;"> <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+																	
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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-top: 10px;"> <tbody> <tr> <td>AAA</td> <td>8.571-10.000</td> <td>Leader:</td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td>Average:</td> <td>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> <td></td> <td></td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> <td></td> <td></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
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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) "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.

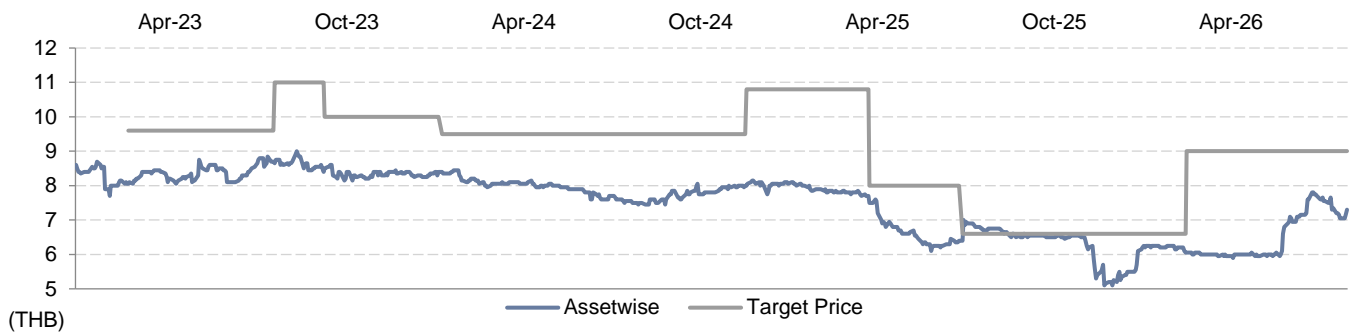
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History of change in investment rating and/or target price

Assetwise (ASW TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
17-May-2023	BUY	9.60	09-Feb-2024	BUY	9.50	02-May-2025	HOLD	6.60
20-Sep-2023	BUY	11.00	30-Oct-2024	BUY	10.80	13-Nov-2025	BUY	9.00
02-Nov-2023	BUY	10.00	13-Feb-2025	HOLD	8.00			

Thanyatorn Songwutti started covering this stock from 20-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Assetwise	ASW TB	THB 7.30	BUY	Downside risks to our P/E-based TP include 1) slower backlog realization than planned and a delay in new condo transfers, 2) lower new project launches than planned, 3) a lower-than-expected take-up rate of new projects, 4) a slowdown in the economy and purchasing power, 5) a construction delay and fierce competition, and 6) a higher rejection and cancellation rate.

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 01-Apr-2026 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.