

WHA Corporation Pcl (WHA TB) - BUY, Price Bt3.16, TP Bt4.00**Results Comment**

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Strong 1Q25, beat expectation

- 1Q25 normalized profit was Bt2.1bn, up 70% y-y and 73% q-q, beating our expectations due to stronger Industrial estate (IE) land prices, higher gross margin, and a lower tax rate.
- IE land transfer revenue was Bt3.4bn (+61% y-y, +125% q-q), supported by 655 rai (+13% y-y, +87% q-q) transferred at average price of Bt5.2m/rai. Gross margin was strong at 63%, up from 59% in 1Q24 but slightly down from 66% in 4Q24.
- Land presales reached 843 rai in 1Q25, including a 450-rai data center deal. This aligns with our expectations, making up 47% of our full-year presales target of 1,800 rai. Backlog stood at 1,538 rai at end-1Q25.
- Power business fell around 33% y-y due to weak contribution from Gheco-One IPP power plant.
- Utilities business revenue was Bt726m (-2% y-y, +2% q-q).
- Warehouse & factory rental grew 18% y-y but dropped 6% q-q due to asset divestment to REIT late last year.
- Green logistics business reported gross profit of Bt14m in 1Q25.
- The 3M25 profit accounted for 50% of our full-year forecast. We see upside to our number.

Income Statement (consolidated)					
Yr-end Dec (Bt m)	1Q24	2Q24	3Q24	4Q24	1Q25
Revenue	3,280	2,322	2,049	3,684	4,704
Gross profit	1,808	1,228	994	2,090	2,765
SG&A	443	449	426	652	607
Operating profit	1,366	778	568	1,438	2,158
EBITDA	1,563	1,003	808	1,691	2,409
Other income	203	378	345	345	93
Other expense	0	0	0	0	0
Interest expense	342	302	388	347	334
Profit before tax	1,227	855	525	1,436	1,917
Income tax	142	87	312	437	130
Equity & invest. income	294	615	519	308	386
Minority interests	(168)	(122)	(42)	(111)	(108)
Extraordinary items	154	27	(231)	51	11
Net profit	1,365	1,289	459	1,247	2,075
Normalized profit	1,211	1,261	690	1,196	2,065
EPS (Bt)	0.09	0.09	0.03	0.08	0.14
Normalized EPS (Bt)	0.08	0.08	0.05	0.08	0.14

Balance Sheet (consolidated)					
Yr-end Dec (Bt m)	1Q24	2Q24	3Q24	4Q24	1Q25
Cash & ST investment	9,868	5,551	4,726	8,176	7,947
A/C receivable	782	946	856	827	1,042
Inventory	14,234	16,204	1,605	16,346	16,979
Other current assets	2,499	1,394	15,970	1,194	1,902
Investment	19,806	20,098	20,463	19,715	19,886
Fixed assets	9,518	9,993	10,480	10,654	10,970
Other assets	40,901	42,571	44,211	44,630	43,819
Total assets	97,608	96,757	98,312	101,541	102,545
S-T debt	9,647	10,352	10,311	10,987	11,541
A/C payable	3,826	4,101	3,603	5,871	4,740
Other current liabilities	499	340	446	812	747
L-T debt	37,911	37,322	37,826	37,573	37,325
Other liabilities	7,219	7,551	7,563	7,788	7,792
Minority interest	3,980	3,753	3,786	3,679	3,746
Shareholders' equity	34,527	33,337	34,776	34,832	36,654
Working capital	11,190	13,049	(1,141)	11,302	13,280
Total debt	47,558	47,674	48,137	48,560	48,866
Net debt	37,689	42,123	43,411	40,384	40,919

Sources: Company data, Thanachart estimates

Income Statement 3M as					
(Bt m)	q-q%	y-y%	% 2025F	2025F	2026F
Revenue	28	43	35	13,345	11,764
Gross profit	32	53	43	6,361	5,146
SG&A	(7)	37	29	2,108	2,118
Operating profit	50	58	51	4,253	3,028
EBITDA	42	54	46	5,231	4,040
Other income	(73)	(54)	10	959	962
Other expense					
Interest expense	(4)	(2)	23	1,465	1,480
Profit before tax	34	56	51	3,747	2,510
Income tax	(70)	(8)	22	599	402
Equity & invest. income	25	31	26	1,501	1,635
Minority interests	na	na	na	(521)	(459)
Extraordinary items	(79)	(93)	na	0	0
Net profit	66	52	50	4,127	3,285
Normalized profit	73	70	50	4,127	3,285
EPS (Bt)	66	52	50	0.28	0.22
Normalized EPS (Bt)	73	70	50	0.28	0.22

Financial Ratios (%)					
	1Q24	2Q24	3Q24	4Q24	1Q25
Sales grow th	59.4	(13.1)	(3.1)	(54.1)	43.4
Operating profit grow th	136.4	(7.8)	0.9	(49.0)	58.0
EBITDA grow th	108.6	(1.3)	8.5	(43.7)	54.1
Norm profit grow th	141.3	54.3	(5.0)	(49.6)	70.4
Norm EPS grow th	141.3	54.3	(5.0)	(49.6)	70.4
Gross margin	55.1	52.9	48.5	56.7	58.8
Operating margin	41.6	33.5	27.7	39.0	45.9
EBITDA margin	47.7	43.2	39.4	45.9	51.2
Norm net margin	36.9	54.3	33.7	32.5	43.9
D/E (x)	1.2	1.3	1.2	1.3	1.2
Net D/E (x)	1.0	1.1	1.1	1.0	1.0
Interest coverage (x)	4.6	3.3	2.1	4.9	7.2
Interest rate	3.1	2.5	3.2	2.9	2.7
Effective tax rate	11.6	10.1	59.4	30.5	6.8
ROA	5.2	5.2	2.8	4.8	8.1
ROE	14.2	14.9	8.1	13.7	23.1

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