Airports Of Thailand (AOT TB) - SELL, Price Bt41.00, TP Bt32.00

Concession revenue

3QFY25 4QFY25

Income Statement

(Bt m)

Results Comment

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Stronger-than-expected 4QFY25 profit

Income Statement

Yr-end Sep (Bt m)

- AOT reported a normalized profit of Bt4bn in 4QFY25, down 8% y-y but up 10% q-q. The profit was stronger than what we had expected. The decline y-y was mainly driven by lower passenger service charges while the growth q-q was due to lower personnel expenses.
- Personnel expenses declined by 13% y-y and 15% q-q in 4QFY25, so we are investigating the factors behind this reduction.
- We maintain our SELL call on AOT given our concerns over 1) a sluggish tourism recovery pressured by a stronger baht, rising competition, and China's policy on domestic travel, 2) the benefit from the PSC increase to partly be diluted by King Power's reduced minimum guarantee, and 3) demanding valuation at 31x FY26F PE.

1QFY25 2QFY25

4QFY24

- AOT's revenues fell by 6% y-y in 4QFY25 given;
 - 1) a 7% y-y drop in passenger service charges from higher domestic (+5% y-y) but lower international pax. (-5% y-y)
 - 2) a 5% y-y increase in landing and parking charges from higher domestic (+8%) but lower international (-4%) flights
 - 3) a 1% y-y fall in concession revenues as AOT recorded King Power's minimum guaranteed revenue.
- Its total costs decreased by 1% y-y in 4QFY25 mainly due to lower personnel expenses, causing its gross margin to fall to 53% in 4QFY25 vs. 55% in 4QFY24.
- Other income increased by 106% y-y mainly due to higher interest income from default debts.

y-y%

q-q%

12M as

FY25

FY26F

% 2025F

Revenue	16,774	17,664	18,708	15,343	15,766	Revenue	3	(6)	101	67,481	70,043
Gross profit	9,248	10,382	11,187	7,735	8,327	Gross profit	8	(10)	102	37,632	39,056
SG&A	3,236	3,000	3,158	3,034	3,087	SG&A	2	(5)	99	12,280	12,958
Operating profit	6,013	7,382	8,030	4,701	5,240	Operating profit	11	(13)	103	25,352	26,098
EBITDA	8,916	10,370	11,012	7,708	8,304	EBITDA	8	(7)	101	37,395	39,194
Other income	213	218	337	437	439	Other income	1	106	125	1,431	1,306
Other expense	0	0	0	0	0	Other expense					
Interest expense	672	627	635	626	627	Interest expense	0	(7)	102	2,515	2,348
Profit before tax	5,554	6,973	7,732	4,511	5,052	Profit before tax	12	(9)	104	24,268	25,056
Income tax	1,076	1,415	1,567	831	974	Income tax	17	(9)	103	4,787	5,011
Equity & invest. income	(0)	1	0	(2)	(2)	Equity & invest. income	na	na	na	(3)	0
Minority interests	(98)	(167)	(173)	(30)	(59)	Minority interests	na	na	74	(429)	(608)
Extraordinary items	(108)	(47)	(938)	216	(155)	Extraordinary items	na	na	na	(924)	0
Net profit	4,272	5,344	5,053	3,865	3,863	Net profit	(0)	(10)	100	18,125	19,437
Normalized profit	4,380	5,391	5,992	3,649	4,018	Normalized profit	10	(8)	106	19,050	19,437
EPS (Bt)	0.30	0.37	0.35	0.27	0.27	EPS (Bt)	(0)	(10)	100	1.27	1.36
Normalized EPS (Bt)	0.31	0.38	0.42	0.26	0.28	Normalized EPS (Bt)	10	(8)	106	1.33	1.36
Balance Sheet Concession revenue					Financial Ratios						
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Yr-end Sep (Bt m)	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	<u>(%)</u>	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
	4QFY24 18,541	1QFY25 15,621	2QFY25 10,563				4QFY24 9.2	1QFY25 12.5	2QFY25 2.6	3QFY25 (6.5)	4QFY25 (6.0)
Yr-end Sep (Bt m)				3QFY25	4QFY25	(%)					
Yr-end Sep (Bt m) Cash & ST investment	18,541	15,621	10,563	3QFY25 15,249	4QFY25 19,466	(%) Sales growth	9.2	12.5	2.6	(6.5)	(6.0)
Yr-end Sep (Bt m) Cash & ST investment A/C receivable	18,541 10,767	15,621 9,362	10,563 9,545	3QFY25 15,249 12,873	4QFY25 19,466 16,594	(%) Sales growth Operating profit growth	9.2 16.8	12.5 12.8	2.6 (1.7)	(6.5) (25.4)	(6.0) (12.9)
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory	18,541 10,767 399	15,621 9,362 600	10,563 9,545 605	3QFY25 15,249 12,873 625	19,466 16,594 714	(%) Sales growth Operating profit growth EBITDA growth	9.2 16.8 19.5	12.5 12.8 10.8	2.6 (1.7) 0.3	(6.5) (25.4) (15.9)	(6.0) (12.9) (6.9)
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets	18,541 10,767 399 518	15,621 9,362 600 520	10,563 9,545 605 549	3QFY25 15,249 12,873 625 363	19,466 16,594 714 557	(%) Sales growth Operating profit growth EBITDA growth Norm profit growth	9.2 16.8 19.5 20.4	12.5 12.8 10.8 16.1	2.6 (1.7) 0.3 2.0	(6.5) (25.4) (15.9) (20.9)	(6.0) (12.9) (6.9) (8.3)
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment	18,541 10,767 399 518 52	15,621 9,362 600 520 53	10,563 9,545 605 549 88	3QFY25 15,249 12,873 625 363 86	19,466 16,594 714 557 85	(%) Sales growth Operating profit growth EBITDA growth Norm profit growth	9.2 16.8 19.5 20.4	12.5 12.8 10.8 16.1	2.6 (1.7) 0.3 2.0	(6.5) (25.4) (15.9) (20.9)	(6.0) (12.9) (6.9) (8.3)
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets	18,541 10,767 399 518 52 126,123	15,621 9,362 600 520 53 125,896	10,563 9,545 605 549 88 125,214	3QFY25 15,249 12,873 625 363 86 125,381	4QFY25 19,466 16,594 714 557 85 124,281	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth	9.2 16.8 19.5 20.4 20.4	12.5 12.8 10.8 16.1 16.1	2.6 (1.7) 0.3 2.0 2.0	(6.5) (25.4) (15.9) (20.9) (20.9)	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets	18,541 10,767 399 518 52 126,123 49,750	15,621 9,362 600 520 53 125,896 51,815	10,563 9,545 605 549 88 125,214 51,896	3QFY25 15,249 12,873 625 363 86 125,381 49,098	19,466 16,594 714 557 85 124,281 48,236	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin	9.2 16.8 19.5 20.4 20.4	12.5 12.8 10.8 16.1 16.1 58.8	2.6 (1.7) 0.3 2.0 2.0	(6.5) (25.4) (15.9) (20.9) (20.9)	(6.0) (12.9) (6.9) (8.3) (8.3)
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets	18,541 10,767 399 518 52 126,123 49,750 206,150	15,621 9,362 600 520 53 125,896 51,815 203,867	10,563 9,545 605 549 88 125,214 51,896 198,460	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676	19,466 16,594 714 557 85 124,281 48,236 209,932	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin	9.2 16.8 19.5 20.4 20.4 55.1 35.8	12.5 12.8 10.8 16.1 16.1 58.8 41.8	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt	18,541 10,767 399 518 52 126,123 49,750 206,150 815	15,621 9,362 600 520 53 125,896 51,815 203,867 659	10,563 9,545 605 549 88 125,214 51,896 198,460	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676 655	19,466 16,594 714 557 85 124,281 48,236 209,932 623	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7 25.5
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt A/C payable	18,541 10,767 399 518 52 126,123 49,750 206,150 815 7,175	15,621 9,362 600 520 53 125,896 51,815 203,867 659 991	10,563 9,545 605 549 88 125,214 51,896 198,460 777 6,641	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676 655 7,035	19,466 16,594 714 557 85 124,281 48,236 209,932 623 8,072	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt A/C payable Other current liabilities	18,541 10,767 399 518 52 126,123 49,750 206,150 815 7,175 15,373	15,621 9,362 600 520 53 125,896 51,815 203,867 659 991 17,720	10,563 9,545 605 549 88 125,214 51,896 198,460 777 6,641 12,900	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676 655 7,035 13,790	19,466 16,594 714 557 85 124,281 48,236 209,932 623 8,072 15,891	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin Norm net margin	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2 26.1	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7 30.5	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9 32.0	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2 23.8	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7 25.5
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt A/C payable Other current liabilities L-T debt	18,541 10,767 399 518 52 126,123 49,750 206,150 815 7,175 15,373 835	15,621 9,362 600 520 53 125,896 51,815 203,867 659 991 17,720 794	10,563 9,545 605 549 88 125,214 51,896 198,460 777 6,641 12,900 627	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676 655 7,035 13,790 623	19,466 16,594 714 557 85 124,281 48,236 209,932 623 8,072 15,891 399	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin Norm net margin	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2 26.1 0.0 (0.1)	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7 30.5 0.0 (0.1)	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9 32.0 0.0 (0.1)	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2 23.8 0.0 (0.1)	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7 25.5
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt A/C payable Other current liabilities L-T debt Other liabilities	18,541 10,767 399 518 52 126,123 49,750 206,150 815 7,175 15,373 835 55,553	15,621 9,362 600 520 53 125,896 51,815 203,867 659 991 17,720 794 52,109	10,563 9,545 605 549 88 125,214 51,896 198,460 777 6,641 12,900 627 52,115	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676 655 7,035 13,790 623 52,298	19,466 16,594 714 557 85 124,281 48,236 209,932 623 8,072 15,891 399 52,107	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin Norm net margin D/E (x) Net D/E (x)	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2 26.1 0.0 (0.1) 13	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7 30.5 0.0 (0.1) 17	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9 32.0 0.0 (0.1) 17	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2 23.8 0.0 (0.1) 12	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7 25.5 0.0 (0.1) 13 217.9
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt A/C payable Other current liabilities L-T debt Other liabilities Minority interest	18,541 10,767 399 518 52 126,123 49,750 206,150 815 7,175 15,373 835 55,553 2,166	15,621 9,362 600 520 53 125,896 51,815 203,867 659 991 17,720 794 52,109 2,128	10,563 9,545 605 549 88 125,214 51,896 198,460 777 6,641 12,900 627 52,115 2,288	3QFY25 15,249 12,873 625 363 86 125,381 49,098 203,676 655 7,035 13,790 623 52,298 2,318	19,466 16,594 714 557 85 124,281 48,236 209,932 623 8,072 15,891 399 52,107 1,943	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin Norm net margin D/E (x) Net D/E (x) Interest coverage (x)	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2 26.1 0.0 (0.1)	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7 30.5 0.0 (0.1)	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9 32.0 0.0 (0.1)	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2 23.8 0.0 (0.1)	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7 25.5 0.0 (0.1) 13 217.9 19.3
Yr-end Sep (Bt m) Cash & ST investment A/C receivable Inventory Other current assets Investment Fixed assets Other assets Total assets S-T debt A/C payable Other current liabilities L-T debt Other liabilities Minority interest Shareholders' equity	18,541 10,767 399 518 52 126,123 49,750 206,150 815 7,175 15,373 835 55,553 2,166 124,233	15,621 9,362 600 520 53 125,896 51,815 203,867 659 991 17,720 794 52,109 2,128 129,466	10,563 9,545 605 549 88 125,214 51,896 198,460 777 6,641 12,900 627 52,115 2,288 123,112	15,249 12,873 625 363 86 125,381 49,098 203,676 655 7,035 13,790 623 52,298 2,318 126,957	19,466 16,594 714 557 85 124,281 48,236 209,932 623 8,072 15,891 399 52,107 1,943 130,898	Sales growth Operating profit growth EBITDA growth Norm profit growth Norm EPS growth Gross margin Operating margin EBITDA margin Norm net margin D/E (x) Net D/E (x) Interest coverage (x) Interest rate	9.2 16.8 19.5 20.4 20.4 55.1 35.8 53.2 26.1 0.0 (0.1) 13	12.5 12.8 10.8 16.1 16.1 58.8 41.8 58.7 30.5 0.0 (0.1) 17	2.6 (1.7) 0.3 2.0 2.0 59.8 42.9 58.9 32.0 0.0 (0.1) 17	(6.5) (25.4) (15.9) (20.9) (20.9) 50.4 30.6 50.2 23.8 0.0 (0.1) 12	(6.0) (12.9) (6.9) (8.3) (8.3) 52.8 33.2 52.7 25.5 0.0 (0.1) 13 217.9

Sources: Company data, Thanachart estimates

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