

BUY (Unchanged)

Transfer of Coverage

TP: Bt 10.00 (From: Bt 10.20)

Upside : 16.3%

AP (Thailand) Pcl. (AP TB)

Sustainable yield

Property market weakness persisting in 2026. However, we maintain our BUY call on AP as its strong market position and diversified product price ranges still support its market share uptrend. We see sustainable 6.2-7.6% 2026-28F dividend yields as attractive.


RATA LIMSUTHIWANPOOM

662-779-9119

rata.lim@ttbwealth.co.th

High yield against soft market; BUY

This report marks a transfer of coverage to a new analyst. We maintain our BUY call on AP. **First**, AP is Thailand's strongest residential property company in terms of market share, in our view, with continued market share gain. Thus, amid the continued weak property market environment, we still expect it to achieve modest EPS growth of 2/15/7% y-y in 2026-28F, respectively, even after we trim our earnings estimates by 2-6%. We lower our 2026F DCF-based TP to Bt10 (from Bt10.2). **Second**, we expect AP to be able to sustain high dividend yields at 6.2/7.1% in 2026-27F. It is trading at a 2026F PE of 6.1x, at the low end of its 10-year average. **Lastly**, AP has maintained a strong financial position, with a net D/E ratio of only 0.6x in 2025.

Market share gain continues

AP's presales were flat last year despite the earthquake and very weak economy. The company had the largest presales among listed domestic peers. Among the top seven domestic developers, AP posted the largest market share gain, rising from 18% in 2018 to 31% in 2025, while the industry's presales fell 33%. AP was the only developer to exceed its 2018 presales, driven by its diversified landed portfolio in Bangkok, especially in the townhouses segment, where AP has been the only major developer to launch projects consistently throughout the downturn. Low-rise sales made up 83% of its 2025 presales.

Another flat presales year

AP's presales were flat in 2024-25 at Bt47bn p.a. following the post-COVID peaks of Bt50/51bn in 2022-23. We forecast presales to continue to be weak this year. Despite improved market sentiment earlier in the year due to a more stable political environment, the Iran war and rising oil prices have once again dampened demand. Presales in 1Q26 were soft at Bt11bn, down 7% y-y. We trim our presales forecasts by 4-6% to Bt47/49/50bn in 2026-28F, respectively.

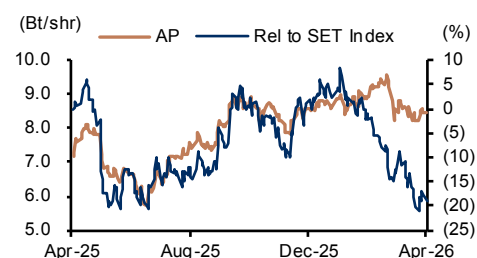
Dividend yield of 6.2-7.6% in 2026-28F

We forecast sustainable dividend yield of 6.2/7.1/7.6% in 2026-28F, respectively, during the current weak property market driven by a rising market share trend, with such high yields generating only a c.38% payout ratio. These high yields will be supported by high FCF yields of 9.2/12.3/13.2%, respectively. AP has been a consistent yield payer with a 36-38% payout ratio over the past three years. We highlight AP's strong balance sheet, with a net D/E ratio of 0.6x in 2025.

COMPANY VALUATION

Y/E Dec (Bt m)	2025A	2026F	2027F	2028F
Sales	37,345	38,089	40,532	41,741
Net profit	4,317	4,405	5,068	5,426
Consensus NP	—	4,839	5,151	5,623
Diff frm cons (%)	—	(9.0)	(1.6)	(3.5)
Norm profit	4,317	4,405	5,068	5,426
Prev. Norm profit	—	4,679	5,173	5,622
Chg frm prev (%)	—	(5.9)	(2.0)	(3.5)
Norm EPS (Bt)	1.4	1.4	1.6	1.7
Norm EPS grw (%)	(12.6)	2.0	15.1	7.0
Norm PE (x)	6.3	6.1	5.3	5.0
EV/EBITDA (x)	10.9	11.2	9.4	8.5
P/BV (x)	0.6	0.6	0.5	0.5
Div yield (%)	6.0	6.2	7.1	7.6
ROE (%)	9.6	9.3	10.0	10.0
Net D/E (%)	63.7	58.4	51.4	45.2

PRICE PERFORMANCE



COMPANY INFORMATION

Price as of 8-Apr-26 (Bt)	8.60
Market Cap (US\$ m)	845.6
Listed Shares (m shares)	3,145.9
Free Float (%)	69.3
Avg. Daily Turnover (US\$ m)	2.5
12M Price H/L (Bt)	9.55/5.70
Sector	Property
Major Shareholder	Anuphong Assavabhokhin 21.52%

Sources: Bloomberg, Company data, ttb wealth estimates

High yield against soft market; BUY

BUY rating and 12-month TP of Bt10/share

We maintain our BUY call on AP (Thailand) Plc (AP TB) but lower our DCF-based (2026F base year) 12-month TP to Bt10.0/share (from Bt10.2).

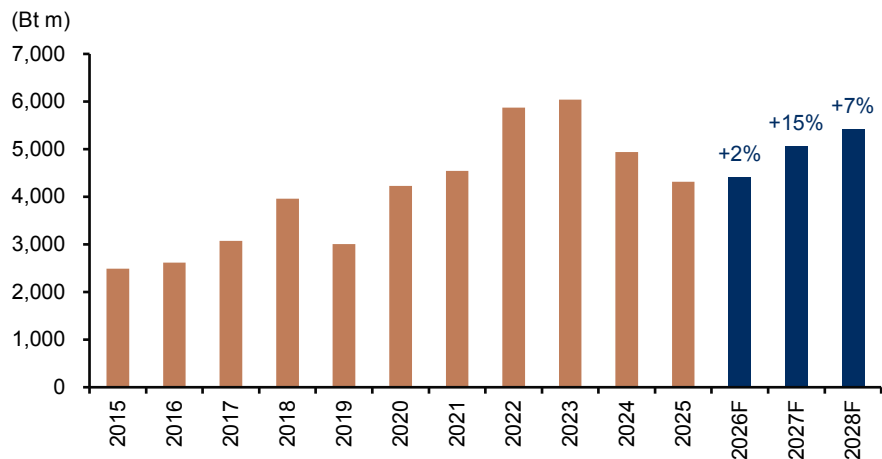
First, in our view, AP remains the strongest residential property developer in Thailand in terms of market share, supported by its continued market share gains despite the prolonged downturn in the property cycle. The company's diversified product portfolio across single-detached houses, townhouses, and condominiums allows it to capture demand across multiple price segments.

Against this challenging backdrop, we still project AP to deliver modest but resilient EPS growth of 2/15/7% over 2026-28F, respectively, after trimming our earnings forecasts by 2-6% to reflect two key assumptions: (i) softer presales amid geopolitical tensions that are dampening consumer purchasing power and housing demand, and (ii) higher development costs driven by cost-push inflation from rising oil prices, given that construction materials account for roughly 48% of total project costs. Consequently, our DCF-based target price for 2026F has been revised slightly down to Bt10 (from Bt10.2).

Second, we expect AP to maintain attractive dividend yield of 6.2% and 7.1% in 2026-27F, supported by healthy operating cash flow and prudent capital management. The company is also trading at a 2026F PE of 6.1x, at the low end of its 10-year average.

Third, the company's strong financial position is reflected in its low net D/E ratio of 0.6x, providing balance-sheet flexibility to navigate the market volatility.

Ex 1: Earnings Profile



Sources: Company data, ttb wealth estimates

Ex 2: Key Assumptions Changes

	2024	2025	2026F	2027F	2028F
Presales (Bt m)					
- New	46,752	46,865	46,608	48,939	50,407
- Old			49,525	51,011	52,542
- Change (%)			(5.9)	(4.1)	(4.1)
Revenue (Bt m)					
- New	36,988	37,345	38,089	40,532	41,741
- Old			39,771	41,799	43,132
- Change (%)			(4.2)	(3.0)	(3.2)
Gross margin (%)					
- New	34.3	31.9	31.2	32.1	32.5
- Old			32.2	32.6	33.0
- Change (%)			(1.0)	(0.6)	(0.6)
SG&A to sales (%)					
- New	19.2	18.6	18.3	18.2	18.0
- Old			19.2	19.2	19.0
- Change (%)			(0.9)	(1.0)	(1.0)
Normalized profit (Bt m)					
- New	4,939	4,317	4,405	5,068	5,426
- Old			4,679	5,173	5,622
- Change (%)			(5.9)	(2.0)	(3.5)

Sources: Company data, ttb wealth estimates

Market share gain continues

Despite the major earthquake and a very weak macro backdrop impacting Thailand in 2025, AP delivered flat presales y-y at Bt47bn, making it the largest presales contributor among listed residential peers in the year. This performance stands out particularly when industry presales declined by 6% y-y to Bt154bn in 2025.

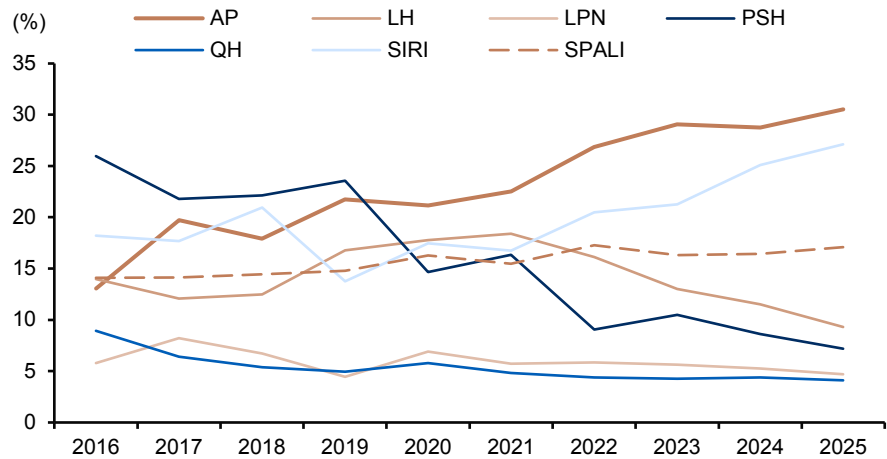
AP increased market share to 31% last year

Among the top seven listed developers, AP recorded the largest market share gain over the past seven years. Its overall presales market share increased from 18% in 2018 to 31% in 2025, while the industry's presales fell 33%. Particularly, AP was the only developer whose 2025 presales exceeded its 2018 level, while most peers saw significant contractions over the same period.

This outperformance was primarily driven by AP's strong and consistent focus on the more resilient, end-user-driven landed housing segment, particularly townhouses, where AP has been the only major developer to continue launching projects throughout the prolonged slowdown. This allowed the company to capture unmet demand and steadily strengthen its leadership position.

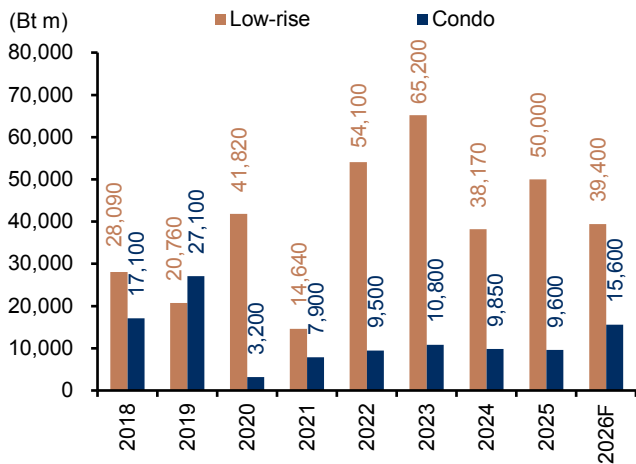
Low-rise products accounted for 83% of AP's 2025 presales. In the low-rise market alone, AP's market share surged from 17% in 2018 to 38% in 2025, the largest gain in the industry. This leadership is especially evident in the townhouse segment, where AP's scale, brand recognition, and continuous project pipeline have enabled it to dominate.

Ex 3: AP Has Continued To Gain Market Share



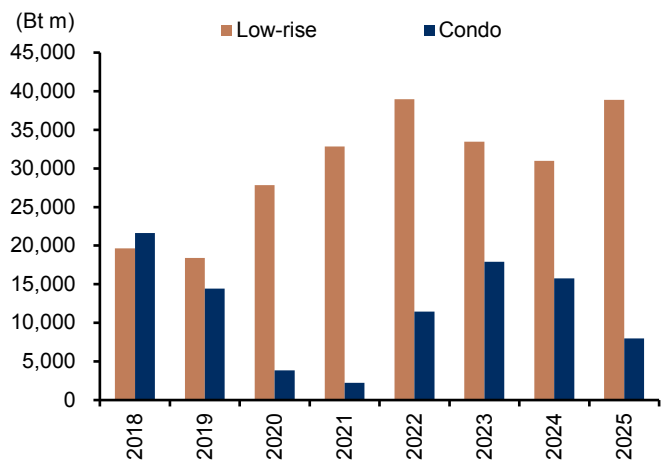
Sources: Company data, ttb wealth estimates

Ex 4: AP Maintains Large and Consistent Launch Pipeline



Sources: Company data, ttb wealth estimates

Ex 5: AP's Presales



Sources: Company data, ttb wealth estimates

Another flat presales year

Subdued YTD presales due to oil price pressure on purchasing power

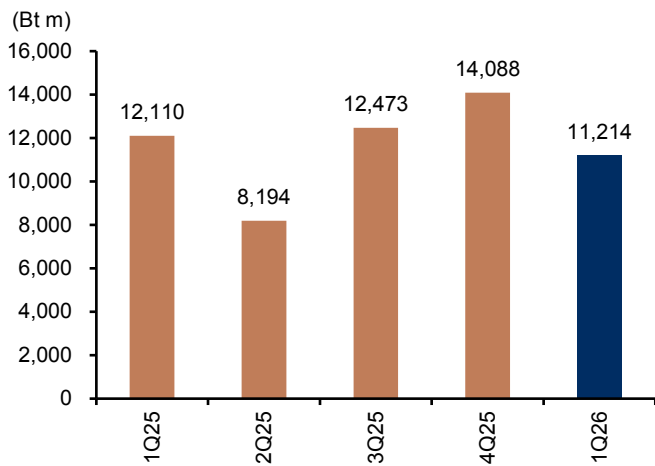
AP's presales have remained broadly flat over the past two years at around Bt47bn per annum in 2024-25, despite the weak economy and prolonged downturn in the property market, following the post-COVID peak of Bt50-51bn achieved in 2022-23. We expect the presales momentum to remain subdued this year.

Although market sentiment improved earlier in the year on the back of a more stable domestic political environment, the Iran war and higher oil prices are again dampening housing demand and buyer confidence. Presales in 1Q26 came in soft at Bt11bn, down 7% y-y. As a result, we trim our presales forecasts by 4-6% to Bt47/49/50bn for 2026-28F, respectively.

The company plans Bt55bn of new launches in 2026, down 8% y-y, as management shifts focus toward monetising its sizeable inventory of Bt125bn, of which only 13% is condominium and the remainder low-rise. Most of this low-rise inventory is not pre-built stock but phased developments, where construction progresses in line with sales. As such, the inventory represents saleable project value rather than completed units, limiting holding risk and allowing AP to align construction pace with actual demand.

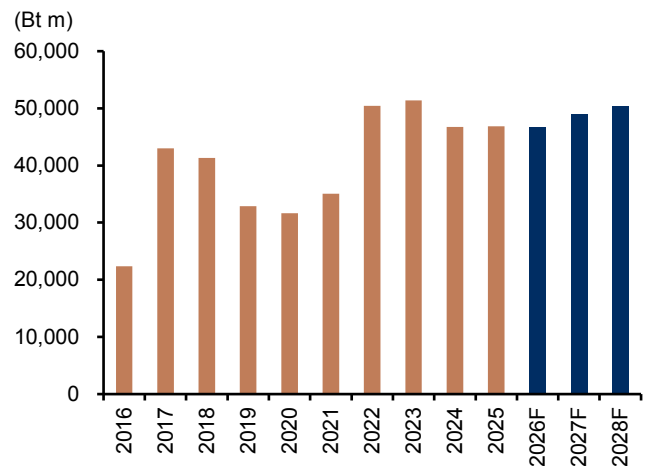
Launch activity has started to pick up, with Bt5.5bn launched in 1Q26, up from Bt3.3bn in 1Q25. The company plans to launch around Bt17bn in 2Q26, comprising one condominium project worth Bt4.5bn and 11 low-rise projects with a combined value of Bt13bn.

Ex 6: 1Q26 Presales Down 7% y-y



Sources: Company data, ttb wealth estimates

Ex 7: We Expect Flat Presales in 2026



Sources: Company data, ttb wealth estimates

AP has been consistently paying dividend

Dividend yield of 6.2-7.6% in 2026-28F

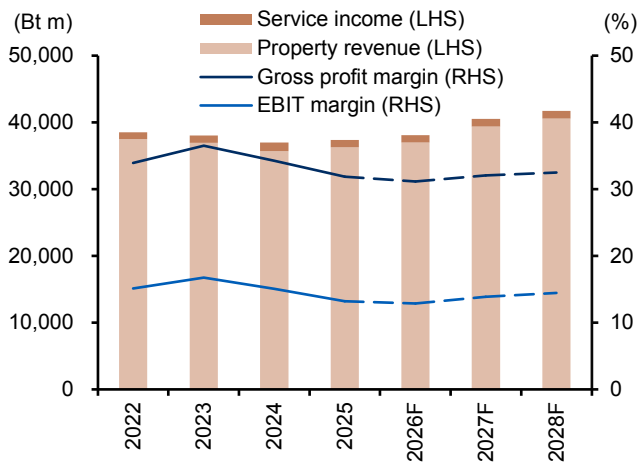
We forecast earnings growth of 2/15/7% over 2026-28F, respectively, based on: (i) flat presales this year at Bt47bn before improving to Bt49bn and Bt50bn in 2027-28F, in line with our house view of a gradual GDP recovery over the period; and (ii) a compression in gross margin from 31.9% in 2025 to 31.2% in 2026F amid weak property demand and cost pressures from higher oil prices, which raise development costs, before improving to 32.1/32.5% in 2027-28F as we expect oil prices to normalise.

Despite near-term margin pressure, AP’s strong cash flow generation and balance sheet support attractive shareholder returns. The company has maintained a consistent payout ratio of 36.4/37.6/37.9% over 2023-25, respectively. Based on a 37.9% payout, we project dividend yield of 6.2/7.1/7.6% over 2026-28F, respectively, underpinned by FCF yields of 9.2/12.3/13.2%.

Investors buying AP shares today will be entitled to the dividend for 2025 performance of Bt0.52/share, implying a 6.0% yield for only a one-month holding period ahead of the ex-dividend date on 6 May 2026.

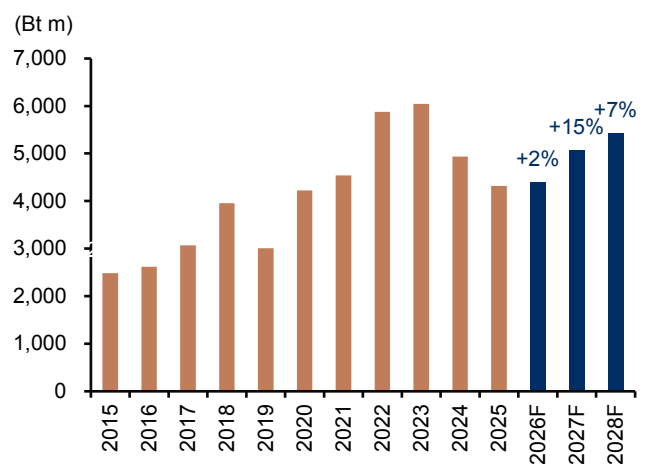
AP’s strong balance sheet, reflected in its low net D/E ratio of 0.6x, shows its financial discipline and capacity to sustain shareholder returns even in the weak property market environment.

Ex 8: Revenue And Margin



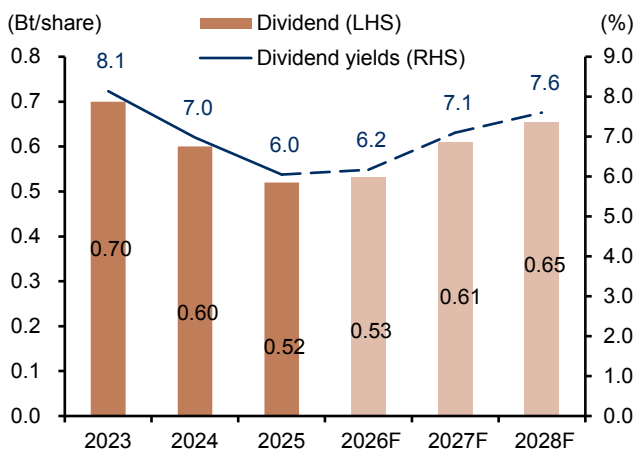
Sources: Company data, ttb wealth estimates

Ex 9: Earnings Profile



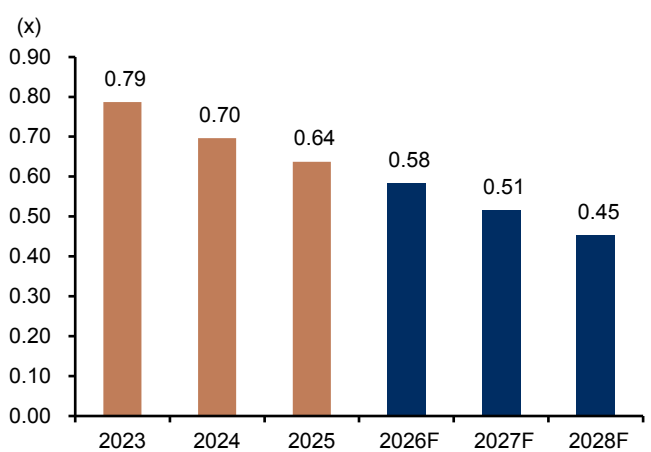
Sources: Company data, ttb wealth estimates

Ex 10: Decent Dividend Yields



Sources: Company data, ttb wealth estimates

Ex 11: Net D/E



Sources: Company data, ttb wealth estimates

Ex 12: 12-month DCF-based TP Calculation, Using A Base Year Of 2026F

(Bt m)	2026F	2027F	2028F	2029F	2030F	2031F	2032F	2033F	2034F	2035F	2036F	Terminal value
EBITDA	4,983	5,741	6,181	6,369	6,710	7,019	7,291	7,568	7,851	8,090	8,356	—
Free cash flow	1,993	2,599	2,920	2,919	3,224	3,439	3,917	4,108	4,485	4,653	4,847	110,286
PV of free cash flow	1,987	2,149	2,194	1,994	2,002	1,941	2,010	1,916	1,902	1,794	1,698	35,134
Risk-free rate (%)	2.5											
Market risk premium (%)	8.0											
Beta	1.2											
WACC (%)	10.0											
Terminal growth (%)	2.0											
Enterprise value - add investments	59,476											
Net debt (2025)	29,362											
Minority interest	(16)											
Equity value	30,130											
# of shares (m)	3,146											
Target price/share (Bt)	10.00											

Sources: Company data, ttb wealth estimates

Valuation Comparison

Ex 13: Valuation Comparison With Regional Peers

Name	BBG Code	Country	EPS growth		— PE —		— P/BV —		EV/EBITDA		Div yield	
			26F (%)	27F (%)	26F (x)	27F (x)	26F (x)	27F (x)	26F (x)	27F (x)	26F (%)	27F (%)
Poly Real Estate Group	600048 CH	China	28.0	16.9	21.4	18.3	0.3	0.3	29.5	27.7	1.3	1.6
Country Garden Holdings	2007 HK	China	75.0	na	1.3	na	na	na	15.5	na	0.0	0.0
China Overseas Land & Invest	688 HK	Hong Kong	4.7	0.9	8.6	8.5	0.3	0.3	13.8	13.2	4.2	4.5
China Resources Land	1109 HK	Hong Kong	(4.0)	5.3	7.5	7.1	0.6	0.6	9.2	8.8	na	na
Hang Lung Properties	101 HK	Hong Kong	71.6	3.1	14.6	14.2	0.3	0.3	16.6	15.8	5.6	5.6
Henderson Land Development	12 HK	Hong Kong	41.4	15.3	18.6	16.1	0.4	0.4	26.1	23.1	4.4	4.4
Sun Hung Kai Properties	16 HK	Hong Kong	18.3	9.3	17.6	16.1	0.6	0.6	15.2	12.8	2.8	3.0
Sino Land	83 HK	Hong Kong	13.6	1.0	23.3	23.1	0.6	0.6	18.3	18.7	4.9	4.9
City Developments	CIT SP	Singapore	(34.0)	16.2	18.8	16.2	0.8	0.8	18.5	16.6	2.2	2.4
Asian Property Devt *	AP TB *	Thailand	2.0	15.1	6.1	5.3	0.6	0.5	11.2	9.4	6.2	7.1
Land and Houses *	LH TB *	Thailand	2.2	22.2	14.8	12.1	0.9	0.8	26.7	21.7	4.7	5.8
Quality Houses *	QH TB *	Thailand	33.4	10.8	6.5	5.9	0.5	0.4	27.4	24.6	8.4	10.2
Sansiri	SIRI TB	Thailand	(63.1)	12.9	14.2	12.6	0.5	0.5	24.0	21.4	2.8	3.2
Supalai *	SPALI TB *	Thailand	16.8	4.1	6.9	6.6	0.6	0.5	11.5	9.8	6.5	6.8
Average			14.7	10.2	12.9	12.5	0.5	0.5	18.8	17.2	4.2	4.6

Source: Bloomberg

Note: * ttb wealth estimates, using ttb wealth normalized EPS

Based on 8 April 2026 closing prices

COMPANY DESCRIPTION

AP (Thailand) Pcl (AP) develops residential property projects, mostly in Bangkok. It offers all product types: townhouses (TH) under the brands Baan Klang Muang and The Pleno; single-detached houses (SDH) under the brands Baan Klang Krung, The City, The Centro, and The Palazzo; and condos under the brands The Address, The Rhythm, The Life, and The Aspire.

Source: ttb wealth

COMPANY RATING



Rating Scale

Excellent	5
Good	4
Fair	3
Weak	2
Very Weak	1
None	0

Source: ttb wealth; *CG Rating

TTB WEALTH'S SWOT ANALYSIS

S — Strength

- High flexibility in adjusting products.
- Previously known as a leading developer of in-town TH and condos, and now gaining low-rise housing market share.
- Diversified products.

O — Opportunity

- Segmental and geographical expansion.
- Penetrating the mid-to-low end market.

W — Weakness

- Low exposure to the low-end market where demand is the highest.
- Little exposure to provincial markets.

T — Threat

- Competition/demand fluctuation for CBD condos.
- Land and building tax.

CONSENSUS COMPARISON

	Consensus	ttb wealth	Diff
Target price (Bt)	10.23	10.00	-2%
Net profit 26F (Bt m)	4,839	4,405	-9%
Net profit 27F (Bt m)	5,151	5,068	-2%
Consensus REC	BUY: 18	HOLD: 1	SELL: 0

HOW ARE WE DIFFERENT FROM THE STREET?

- Our 2026F net profit is below the street's estimate, as we factor in higher construction material costs arising from elevated oil prices linked to the Iran conflict.
- However, our 2027F net profit and DCF-based target price are broadly in line with consensus.

Sources: Bloomberg consensus, ttb wealth estimates

RISKS TO OUR INVESTMENT CASE

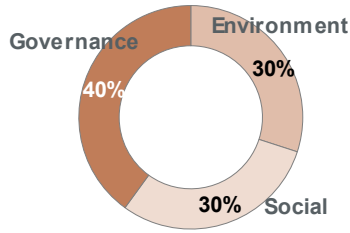
- Weaker-than-expected economic growth could hit housing demand and future growth prospects, representing the key downside risk to our call.
- Due to its large condominium backlog of JVs, our earnings forecasts could miss in the event of cancellations or construction delays.

Source: ttb wealth

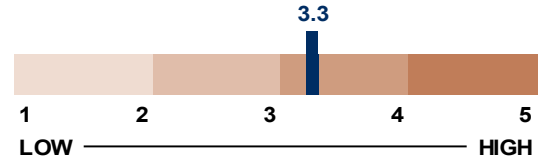
AP (Thailand) Pcl.

Sector: Property & Construction | Property Dev.

ESG Weighting



ESG Rating



	SET ESG Index	SET ESG (BBB-AAA)	DJSI Index	tbt wealth ESG Rating (1.0-5.0)	MSCI (CCC-AAA)	ESG Book (0-100)	CG Rating (0-5)
AP	YES	AA	-	3.32	0	57.57	5.0

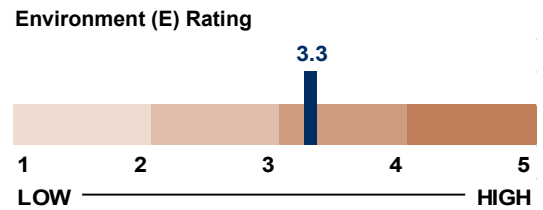
Sources: SETTRADE, SET ESG Index, SET ESG Rating, The Dow Jones Industrial Average (DJSI) MSCI ESG Research LLC, ESG Book, Thai IOD (CG rating)
 Note: Please see third party on "terms of use" toward the back of this report.



ESG Summary

- AP is one of Thailand’s largest residential property developers, with products spanning townhouses and single-detached houses, while condominium projects are developed primarily through a joint venture with Mitsubishi Estate, in which AP holds a 51% stake. Its core exposure remains Bangkok and suburban areas, with upcountry sales contributing 5% in 2025 and a target to reach 10% within three years.
- We assign AP a decent ESG score of 3.3, higher than the 3.1 sector average. AP demonstrates relatively comprehensive environmental management and strong social practices, with governance standing out as the strongest pillar.
- We assign AP a decent 3.4 Governance (G) score, supported by a flexible, customer-focused business model and a board skill set well aligned to the company’s strategic direction. Areas for improvement include increasing board independence and gender diversity.
- We also assign AP a decent 3.3 Environment (E) score. Although residential development is not a major greenhouse gas emitter, AP demonstrates solid environmental execution. However, the lack of formal climate scenario analysis, broader air pollutant disclosure, and measurable biodiversity KPIs at the portfolio level explain why the company does not achieve a higher environmental score.
- AP’s Social (S) score is also decent at 3.3, reflecting social practices embedded throughout its value chain, including customer safety, construction site safety, community impact management, and employee development, with disclosure gaps across community impact and supplier safety.

We assign AP a decent E score of 3.3 to reflect clear targets and good executions across GHG reduction, electricity and energy management, and green building design. We see areas of improvement in formal climate scenario analysis and broader air pollutant disclosure.



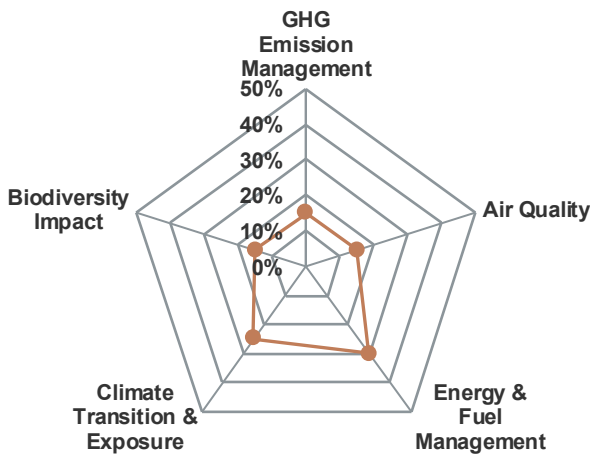
ENVIRONMENT

Our Comments

- Air Quality
- Biodiversity Impact
- Climate Transition & Exposure
- Energy & Fuel Management
- GHG Emission Management

- We assign AP a decent E score of 3.3 vs. the sector average of 2.9, reflecting stronger environmental execution than peers.
- On a positive note, AP demonstrates clear climate commitment through its Carbon Neutrality 2050 ambition, green design principles, and environmental risk screening embedded at the project feasibility stage.
- GHG is well managed. Scope 1 and 2 emissions declined by 66% over two years to 1,409 tCO₂e in 2024, driven by electricity efficiency, green building design, and resource management. AP targets a further 5% reduction in 2025 and 20% by 2029 from the 2024 base year.
- Energy management supports this performance. Purchased electricity fell by over 93% from 2022 levels, while solar generation reached 1.1 million kWh in 2024, representing 42% of total electricity consumption. Fuel consumption also declined 23% over two years. The company targets an additional 10% reduction in purchased electricity by 2029 from the 2024 base year.
- Green building integration is well executed. Environmentally friendly materials accounted for 53% of total materials used in 2024, significantly exceeding the 25% target. AP aims to lift this share to ≥60% by 2029.
- However, there are some areas for improvement. While the company adopts the TCFD framework for climate risk identification, there is no evidence of formal climate scenario analysis, such as pathway modelling or quantified physical and transition risk stress testing.
- Air quality management currently focuses on PM10 dust control at construction sites, with results reported below regulatory thresholds. However, there is no disclosure of NO_x, SO_x, or a broader air pollutant inventory, limiting visibility into combustion-related pollution management.
- Biodiversity practices are visible at the project level through surveys and tree planting.

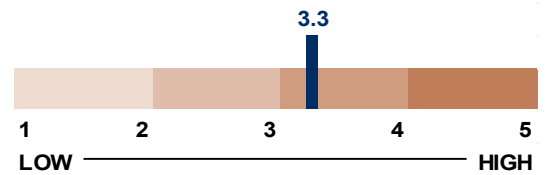
SCALE WEIGHTING



Sources: ttb wealth, Company data

We assign AP a decent 3.3 S score, reflecting social practices embedded in its development process, particularly in community protection, construction safety, and employee development, aligned with the United Nations Guiding Principles on Business and Human Rights.

Social (S) Rating



SOCIAL **Our Comments**

- Access & Affordability
- Customer Welfare
- Diversity & Inclusion
- Fair Labor Practices
- Health, Safety & Well-being
- Human Rights & Community Relations
- Labor Relations
- Product Quality & Safety
- Social Supply Chain Management

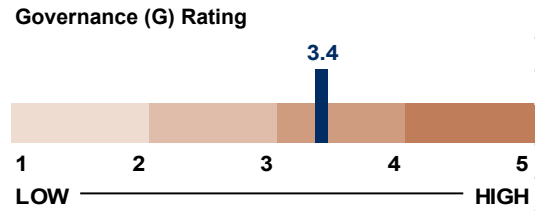
- We assign a decent 3.3 S score to AP, reflecting solid social management embedded throughout its real estate development value chain, with disclosure gaps across community impact and supplier safety.
- A key strength for AP is maintaining trust with surrounding communities. Community and customer safety are embedded into the project development process. Before project initiation, AP conducts environmental and social impact assessments and community considerations as part of land acquisition and feasibility studies. During construction, the company controls dust (PM10), noise, and pollution to remain within regulatory standards and provides complaint channels for communities. No environmental or community complaints were reported in 2024.
- Contractor and worker safety is another strength. AP requires contractors, construction supervisors, and project teams to comply with occupational health, safety, and environmental controls throughout construction. The Lost-Time Injury Frequency Rate (LTIFR) improved to 0.6 per one million working hours in 2024, down from 0.8 in 2023, while the fatality rate was zero for both AP and suppliers/vendors.
- Human capital development is also a key operational focus through AP Academy and structured internal programs emphasizing design thinking, outward mindset, and leadership development. In 2024, training hours averaged 23, increasing from 20 per employee in 2023, higher than its 16-hour target. AP was ranked the 7th most attractive Thai firm to work at by QGEN Consultant in 2025.
- AP has good gender diversity with females at 49% of its workforce and promotes disabilities employment (32 people or 0.95%).
- AP conducts its risk and impact assessment in accordance with the United Nations Guiding Principles on Business and Human Rights, using UNGP as a framework for operational decision-making and sustainability policy. In 2024, no complaints were reported regarding human rights violations and labor issues.
- We see room for improvement due to limited visibility on other construction-related emissions (e.g., NOx, SOx, and combustion pollutants) that may affect nearby communities. In addition, detailed injury rate data for suppliers and vendors is not disclosed, limiting transparency across the value chain.

SCALE WEIGHTING



Sources: ttb wealth, Company data

We assign a decent 3.4 G score. AP's governance score is above peers', supported by a flexible, customer-focused business model. Areas for improvement include increasing board independence and gender diversity to fully meet best-practice standards.

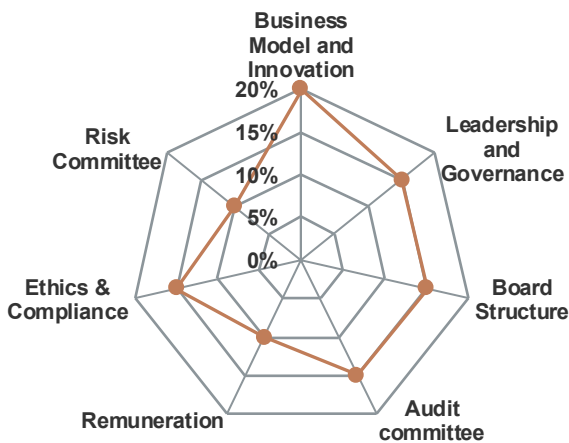


GOVERNANCE & SUSTAINABILITY **Our Comments**

- **Audit committee**
- **Board Structure**
- **Business Model and Innovation**
- **Ethics & Compliance**
- **Leadership and Governance**
- **Remuneration**
- **Risk Committee**

- We assign a decent 3.4 G score to AP, higher than the 3.1 sector average.
- On the positive side, AP's business model and innovation stands out versus peers, being flexible and responsive to changing customer demands, while supporting well-being and sustainable living communities.
- AP has all key committees, including audit, remuneration, risk management, and corporate governance & sustainability and they are chaired by independent directors, ensuring strong oversight and accountability.
- AP maintains a comprehensive anti-corruption framework covering directors, executives, employees, and business partners, with systematic risk assessments, monitoring, and a robust whistleblowing system. No material corruption incidents were reported in 2024.
- The board structure is decent but not ideal. Despite being chaired by an independent director, the ratio of independent board members is only 54% (7 out of 13) which is below the ideal ratio of two-thirds. Board members possess expertise in real estate, finance, governance, risk, and audit. Gender diversity is limited, with just 1 female director (8%), and age diversity is concentrated between 50-70. Enhancing board composition and diversity could help AP progress toward a top-tier governance rating.

SCALE WEIGHTING



Sources: ttb wealth, Company data

INCOME STATEMENT

FY ending Dec (Bt m)	2024A	2025A	2026F	2027F	2028F
Sales	36,988	37,345	38,089	40,532	41,741
Cost of sales	24,316	25,450	26,219	27,532	28,190
Gross profit	12,673	11,895	11,870	13,000	13,550
% gross margin	34.3%	31.9%	31.2%	32.1%	32.5%
Selling & administration expenses	7,099	6,965	6,970	7,377	7,513
Operating profit	5,574	4,930	4,900	5,623	6,037
% operating margin	15.1%	13.2%	12.9%	13.9%	14.5%
Depreciation & amortization	275	236	83	118	144
EBITDA	5,849	5,166	4,983	5,741	6,181
% EBITDA margin	15.8%	13.8%	13.1%	14.2%	14.8%
Non-operating income	263	281	282	299	307
Non-operating expenses	(27)	(14)	0	0	0
Interest expense	(709)	(629)	(604)	(579)	(547)
Pre-tax profit	5,099	4,569	4,578	5,343	5,798
Income tax	1,132	942	916	1,069	1,160
After-tax profit	3,967	3,626	3,662	4,274	4,638
% net margin	10.7%	9.7%	9.6%	10.5%	11.1%
Shares in affiliates' Earnings	972	690	742	794	787
Minority interests	(0)	1	0	0	0
Extraordinary items	81	0	0	0	0
NET PROFIT	5,020	4,317	4,405	5,068	5,426
Normalized profit	4,939	4,317	4,405	5,068	5,426
EPS (Bt)	1.6	1.4	1.4	1.6	1.7
Normalized EPS (Bt)	1.6	1.4	1.4	1.6	1.7

Despite the weak property market, we expect AP to see modest profit growth

BALANCE SHEET

FY ending Dec (Bt m)	2024A	2025A	2026F	2027F	2028F
ASSETS:					
Current assets:	74,898	76,264	78,179	80,210	82,171
Cash & cash equivalent	2,565	1,856	1,856	1,856	1,856
Account receivables	193	173	209	222	229
Inventories	71,240	73,066	74,921	76,862	78,779
Others	899	1,170	1,193	1,270	1,308
Investments & loans	7,667	7,128	7,128	7,128	7,128
Net fixed assets	205	182	320	423	501
Other assets	2,124	2,087	2,121	2,249	2,312
Total assets	84,893	85,661	87,748	90,011	92,112
LIABILITIES:					
Current liabilities:	18,608	17,222	18,154	18,046	17,697
Account payables	2,641	2,665	2,745	2,883	2,952
Bank overdraft & ST loans	4,674	2,414	4,556	4,309	4,062
Current LT debt	6,444	7,259	5,938	5,616	5,294
Others current liabilities	4,849	4,884	4,915	5,238	5,388
Total LT debt	21,836	21,545	19,880	18,803	17,725
Others LT liabilities	804	816	867	916	940
Total liabilities	41,248	39,584	38,901	37,765	36,362
Minority interest	(20)	(16)	(16)	(16)	(16)
Preferreds shares	0	0	0	0	0
Paid-up capital	3,146	3,146	3,146	3,146	3,146
Share premium	89	89	89	89	89
Warrants	0	0	0	0	0
Surplus	0	0	0	0	0
Retained earnings	40,429	42,858	45,627	49,026	52,531
Shareholders' equity	43,664	46,094	48,862	52,261	55,766
Liabilities & equity	84,893	85,661	87,748	90,011	92,112

Sources: Company data, ttb wealth estimates

CASH FLOW STATEMENT

FY ending Dec (Bt m)	2024A	2025A	2026F	2027F	2028F
Earnings before tax	5,099	4,569	4,578	5,343	5,798
Tax paid	(1,279)	(982)	(888)	(1,060)	(1,144)
Depreciation & amortization	275	236	83	118	144
Chg In working capital	25	(1,781)	(1,811)	(1,817)	(1,854)
Chg In other CA & CL / minorities	588	293	463	784	650
Cash flow from operations	4,708	2,334	2,426	3,367	3,594
Capex	(128)	(192)	(200)	(200)	(200)
Right of use	117	52	5	1	1
ST loans & investments	0	0	0	0	0
LT loans & investments	(965)	540	0	0	0
Adj for asset revaluation	0	0	0	0	0
Chg In other assets & liabilities	35	181	249	148	174
Cash flow from investments	(941)	580	54	(52)	(26)
Debt financing	(1,130)	(1,736)	(844)	(1,646)	(1,647)
Capital increase	0	0	0	0	0
Dividends paid	(2,200)	(1,888)	(1,636)	(1,669)	(1,921)
Warrants & other surplus	87	0	0	0	0
Cash flow from financing	(3,243)	(3,623)	(2,480)	(3,315)	(3,568)
Free cash flow	3,767	2,914	2,480	3,315	3,568

VALUATION

FY ending Dec	2024A	2025A	2026F	2027F	2028F
Normalized PE (x)	5.5	6.3	6.1	5.3	5.0
Normalized PE - at target price (x)	6.4	7.3	7.1	6.2	5.8
PE (x)	5.4	6.3	6.1	5.3	5.0
PE - at target price (x)	6.3	7.3	7.1	6.2	5.8
EV/EBITDA (x)	9.8	10.9	11.2	9.4	8.5
EV/EBITDA - at target price (x)	10.6	11.8	12.0	10.2	9.2
P/BV (x)	0.6	0.6	0.6	0.5	0.5
P/BV - at target price (x)	0.7	0.7	0.6	0.6	0.6
P/CFO (x)	5.7	11.6	11.2	8.0	7.5
Price/sales (x)	0.7	0.7	0.7	0.7	0.6
Dividend yield (%)	7.0	6.0	6.2	7.1	7.6
FCF Yield (%)	13.9	10.8	9.2	12.3	13.2
(Bt)					
Normalized EPS	1.6	1.4	1.4	1.6	1.7
EPS	1.6	1.4	1.4	1.6	1.7
DPS	0.6	0.5	0.5	0.6	0.7
BV/share	13.9	14.7	15.5	16.6	17.7
CFO/share	1.5	0.7	0.8	1.1	1.1
FCF/share	1.2	0.9	0.8	1.1	1.1

Sources: Company data, ttb wealth estimates

Undemanding PE multiples, in our view

FINANCIAL RATIOS

FY ending Dec	2024A	2025A	2026F	2027F	2028F
Growth Rate					
Sales (%)	(2.8)	1.0	2.0	6.4	3.0
Net profit (%)	(17.1)	(14.0)	2.0	15.1	7.0
EPS (%)	(17.1)	(14.0)	2.0	15.1	7.0
Normalized profit (%)	(18.3)	(12.6)	2.0	15.1	7.0
Normalized EPS (%)	(18.3)	(12.6)	2.0	15.1	7.0
Dividend payout ratio (%)	37.6	37.9	37.9	37.9	37.9
Operating performance					
Gross margin (%)	34.3	31.9	31.2	32.1	32.5
Operating margin (%)	15.1	13.2	12.9	13.9	14.5
EBITDA margin (%)	15.8	13.8	13.1	14.2	14.8
Net margin (%)	10.7	9.7	9.6	10.5	11.1
D/E (incl. minor) (x)	0.8	0.7	0.6	0.5	0.5
Net D/E (incl. minor) (x)	0.7	0.6	0.6	0.5	0.5
Interest coverage - EBIT (x)	7.9	7.8	8.1	9.7	11.0
Interest coverage - EBITDA (x)	8.2	8.2	8.3	9.9	11.3
ROA - using norm profit (%)	5.9	5.1	5.1	5.7	6.0
ROE - using norm profit (%)	11.7	9.6	9.3	10.0	10.0
DuPont					
ROE - using after tax profit (%)	9.4	8.1	7.7	8.5	8.6
- asset turnover (x)	0.4	0.4	0.4	0.5	0.5
- operating margin (%)	15.7	13.9	13.6	14.6	15.2
- leverage (x)	2.0	1.9	1.8	1.8	1.7
- interest burden (%)	87.8	87.9	88.4	90.2	91.4
- tax burden (%)	77.8	79.4	80.0	80.0	80.0
WACC (%)	10.0	10.0	10.0	10.0	10.0
ROIC (%)	6.0	5.3	5.2	5.8	6.1
NOPAT (Bt m)	4,336	3,913	3,920	4,499	4,830
invested capital (Bt m)	74,053	75,456	77,380	79,133	80,991

*Balance sheet looks well
under control, with net
D/E of less than 1x*

Sources: Company data, ttb wealth estimates

ESG Information - Third Party Terms

www.Settrade.com

SETTRADE: You acknowledge that the use of data, information or service displayed and/or contained in this website may require third party's data, content or software which is subject to the terms of third party provider. By accessing and/or using of such certain data, you acknowledge and agree to comply with and be bound by the applicable third party terms specified below.

ESG Scores by Third Party data from www.SETTRADE.com

1. MSCI (CCC- AAA)
2. ESG Book (0-100)
3. SET ESG Rating (BBB-AAA)

SETESG Index (SETESG)

The SETESG Index reflects the price movement of stock of companies that have sustainable business practices which consider environmental, social and governance (ESG) aspect.

SET Index, SET50 Index, SET100 Index and all indices calculated by the Stock Exchange of Thailand ("SET") (collectively called "SET Index Series") are the registered trademarks/service marks solely owned by, and proprietary to SET. Any unauthorized use of SET Index Series is strictly prohibited. All information provided is for information purposes only and no warranty is made as to its fitness for purpose, satisfactory quality or otherwise. Every effort has been made to ensure that all information given is accurate, but no responsibility or liability (including in negligence) can be accepted by SET for errors or omissions or for any losses arising from the use of this information.

SET ESG Index (SET ESG)

Currently, long-term investment guidelines abroad are beginning to focus on investing in companies that have sustainable business practices. which considers environmental, social and governance factors (Environmental, Social and Governance or ESG) of the company in making investment decisions along with analyzing the company's financial data.

Stock Exchange Has prepared the results of evaluating sustainable stocks which are stocks of listed companies (SETESG Rating) as an alternative for investors who want to invest in stocks of listed companies that are outstanding in ESG, including to support listed companies with operations. sustainable business Taking into account all stakeholders in both social and environmental aspects. There is a management process to create sustainability for the organization, such as risk management. Supply chain management and innovation development. Therefore, the SETESG index was created to be an index that reflects the price movement of a group of securities. of companies with sustainable business operations that meet the required size and liquidity criteria

ESG Book's Disclaimer

Arabesque S-Ray GmbH, also trading as "ESG Book", is a limited liability company (Gesellschaft mit beschränkter Haftung) incorporated in Frankfurt am Main and organised under the laws of Germany with registered number HRB 113087 in the commercial register of the local court with its seat and business address at Zeppelinallee 15, 60325 Frankfurt am Main, Germany (hereinafter "ESG Book"). ESG Book, with its UK branch and local subsidiaries, is a provider of sustainability data and advisory services and operates the sustainability data platform ESG Book. ESG Book does not offer any regulated financial services nor products. This document is provided on a confidential basis by ESG Book and is for information purposes only; accordingly, it is not a solicitation or an offer to buy any security or instrument or to participate in any trading activities nor should it be construed as a recommendation or advice on the merits of investing in any financial product. THIRD PARTY INFORMATION. Certain information contained in this document has been obtained from sources outside ESG Book. While such information is believed to be reliable for the purposes used herein, no representations are made as to the accuracy or completeness thereof and neither ESG Book nor its affiliates take any responsibility for such information. To the extent this document contains any links to third party websites, such links are provided as a convenience and for informational purposes only; they do not constitute an endorsement or an approval by ESG Book of any of the products, services or opinions of the corporations or organization or individual operating such third party websites. ESG Book bears no responsibility for the accuracy, legality or content of the external site or for that of subsequent links. RELIANCE – ESG Book makes no representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and accepts no liability for any loss, of whatever kind, howsoever arising, in relation thereto, and nothing contained herein should be relied upon. CONFIDENTIALITY. This document contains highly confidential information regarding ESG Book's strategy and organization. Your acceptance of this document constitutes your agreement to keep confidential all the information contained in this document, as well as any information derived by you from the information contained in this document and not disclose any such information to any other person. This document may not be copied, reproduced, in any way used or disclosed or transmitted, in whole or in part, to any other person.

MSCI ESG Research LLC

"Certain information @2021 MSCI ESG Research LLC. Reproduced by permission"







"Although information providers, including without limitation, MSCI ESG Research LLC and its affiliates (the "ESG Parties"), obtain information (the "Information") from sources they consider reliable, none of the ESG Parties warrants or guarantees the originality, accuracy and/or completeness, of any data herein and expressly disclaim all express or implied warranties, including those of merchantability and fitness for a particular purpose. The Information may only be used for your internal use, may not be reproduced or disseminated in any form and may not be used as a basis for, or a component of, any financial instruments or products or indices. Further, none of the Information can in and of itself be used to determine which securities to buy or sell or when to buy or sell them. None of the ESG Parties shall have any liability for any errors or omissions in connection with any data herein, or any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages."

Score range	Description
CCC - B	LAGGARD: A company lagging its industry based on its high exposure and failure to manage significant ESG risks
BB - BBB - A	AVERAGE : A company with a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers
AA - AAA	LEADER: A company leading its industry in managing the most significant ESG risks and opportunities

The Dow Jones Sustainability Indices (DJSI)

The Dow Jones Sustainability Indices (DJSI) are a family of best-in-class benchmarks for investors who have recognized that sustainable business practices are critical to generating long-term shareholder value and who wish to reflect their sustainability convictions in their investment portfolios. The family was launched in 1999 as the first global sustainability benchmark and tracks the stock performance of the world's leading companies in terms of economic, environmental and social criteria. Created jointly by S&P Dow Jones Indices and SAM, the DJSI combine the experience of an established index provider with the expertise of a specialist in Sustainable Investing to select the most sustainable companies from across 61 industries. The indices serve as benchmarks for investors who integrate sustainability considerations into their portfolios, and provide an effective engagement platform for investors who wish to encourage companies to improve their corporate sustainability practices.

CG Report : by Thai Institute of Directors Association (Thai IOD), Established in December 1999, the Thai IOD is a membership organization that strives to promote professionalism in directorship. The Thai IOD offers directors certification and professional development courses, provides a variety of seminars, forums and networking events, and conducts research on board governance issues and practices. Membership comprises board members from companies ranging from large publicly listed companies to small private firms.

90-100		Excellent
80-89		Very Good
70-79		Good
60-69		Satisfactory
50-59		Pass
Below		N/A

General Disclaimers And Disclosures:

This report is prepared and issued by ttb wealth securities public company limited (ttbwealth) which is owned 99.97% by TMBThanachart Bank Public Company Limited (TTB) as a resource only for clients of ttbwealth, TMBThanachart Bank Public Company Limited (TTB) and its group companies. Copyright © ttb wealth securities public company limited. All rights reserved. The report may not be reproduced in whole or in part or delivered to other persons without our written consent.

This report is prepared by analysts who are employed by the research department of ttbwealth. While the information is from sources believed to be reliable, neither the information nor the forecasts shall be taken as a representation or warranty for which ttbwealth or TTB or its group companies or any of their employees incur any responsibility. This report is provided to you for informational purposes only and it is not, and is not to be construed as, an offer or an invitation to make an offer to sell or buy any securities. Neither ttbwealth, TTB nor its group companies accept any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

The information and opinions contained herein have been compiled or arrived at from sources believed reliable. However, ttbwealth, TTB and its group companies make no representation or warranty, express or implied, as to their accuracy or completeness. Expressions of opinion herein are subject to change without notice. The use of any information, forecasts and opinions contained in this report shall be at the sole discretion and risk of the user.

ttbwealth, TTB and its group companies perform and seek to perform business with companies covered in this report. ttbwealth, TTB, its group companies, their employees and directors may have positions and financial interest in securities mentioned in this report. ttbwealth, TTB or its group companies may from time to time perform investment banking or other services for, or solicit investment banking or other business from, any entity mentioned in this report. Therefore, investors should be aware of conflict of interest that may affect the objectivity of this report.

Disclosure of Interest of ttb wealth securities public company limited**Investment Banking Relationship**

Within the preceding 12 months, ttb wealth has lead-managed public offerings and/or secondary offerings (excluding straight bonds) of the securities of the following companies: -

Recommendation Structure:

Recommendations are based on absolute upside or downside, which is the difference between the target price and the current market price. If the upside is 10% or more, the recommendation is BUY. If the downside is 10% or more, the recommendation is SELL. For stocks where the upside or downside is less than 10%, the recommendation is HOLD. 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 the market price and the formal recommendation.

For sectors, an "Overweight" sector weighting is used when we have BUYs on majority of the stocks under our coverage by market cap. "Underweight" is used when we have SELLs on majority of the stocks we cover by market cap. "Neutral" is used when there are relatively equal weightings of BUYs and SELLs.

ttb wealth securities public company limited.

Research Team

18 Floor, MBK Tower

444 Phayathai Road, Pathumwan Road, Bangkok 10330

Tel: 662 - 779-9119

Email: research@ttbwealth.co.th

Pimpaka Nichgaroon, CFA

Head of Research, Strategy
pimpaka.nic@ttbwealth.co.th

Nuttapop Prasitsuksant

Telecom, Utilities
nuttapop.pra@ttbwealth.co.th

Rawisara Suwanumphai

Bank, Finance
rawisara.suw@ttbwealth.co.th

Yupapan Polpornprasert

Energy, Petrochemical
yupapan.pol@ttbwealth.co.th

Sittichet Rungrassameephat

Analyst, Retail Market Strategy
sittichet.run@ttbwealth.co.th

Adisak Phupiphathirungul, CFA

Retail Market Strategy
adisak.phu@ttbwealth.co.th

Pattadol Bunnak

Electronics, Food & Beverage, Retail
pattadol.bun@ttbwealth.co.th

Saksid Phadthananarak

Construction, Transportation
saksid.pha@ttbwealth.co.th

Chod Reankittiwat, CFA

Assistant Analyst
chod.rea@ttbwealth.co.th

Thaloengsak Kucharoenpaisan

Analyst, Retail Market Strategy
thaloengsak.kuc@ttbwealth.co.th

Pattarawan Wangmingmat

Senior Technical Analyst
pattarawan.wan@ttbwealth.co.th

Rata Limsuthiwanpoom

Auto, Industrial Estate, Media, Prop. Fund
rata.lim@ttbwealth.co.th

Siriporn Arunothai

Small Cap, Healthcare, Hotel
siriporn.aru@ttbwealth.co.th

Nariporn Klangpremchitt, CISA

Analyst, Retail Market Strategy
nariporn.kla@ttbwealth.co.th

Witchanan Tambamroong

Technical Analyst
witchanan.tam@ttbwealth.co.th