

ASSET WORLD CORP  
THAILAND / PROPERTY DEVELOPMENT

## AWC TB

BUY  
UNCHANGED

## ขยายธุรกิจโรงแรมหรูในนิวยอร์ก

- ซื้อและปรับปรุง Plaza Athenee New York Hotel ด้วยมูลค่าโครงการรวม 15 พัน ลบ.
- ราคาซื้อสมเหตุสมผลเมื่อเทียบกับราคาประเมินที่ 8.7 พัน ลบ. ซึ่งคิดเป็น 13x ของค่า 2028E EV/EBITDA
- คงแนะนำซื้อที่ราคาเป้าหมายปี 2023 ที่ 6.8 บาท

TARGET PRICE	THB6.80
CLOSE	THB4.96
UP/DOWNSIDE	+37.1%
TP vs CONSENSUS	+10.5%

## KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	9,508	15,152	18,890	20,538
Net profit	3,854	4,607	6,185	6,601
EPS (THB)	0.12	0.14	0.19	0.21
vs Consensus (%)	-	150.0	81.0	54.4
EBITDA	2,750	5,561	7,681	8,562
Core net profit	(49)	2,107	3,685	4,101
Core EPS (THB)	0.00	0.07	0.12	0.13
EPS growth (%)	nm	nm	74.9	11.3
Core P/E (x)	(3,213.6)	75.3	43.1	38.7
Dividend yield (%)	0.6	0.5	0.9	1.0
EV/EBITDA (x)	80.1	39.8	28.9	25.7
Price/book (x)	1.9	1.8	1.7	1.6
Net debt/Equity (%)	74.3	72.5	68.9	63.5
ROE (%)	(0.1)	2.5	4.1	4.3

## ซื้อและรีแบรนด์โรงแรมเพื่อจับตลาดโรงแรมหรูที่ New York

AWC announced the acquisition of a 100% share of Plaza Athenee New York Hotel ซึ่งรวมถึงสิทธิในการใช้แบรนด์ Plaza Athenee คิดเป็นมูลค่ารวม 7.8 พัน ลบ. (USD226 ล้าน) AWC จะซื้อหุ้น 18% ในขั้นแรกในเดือน ก.ค. 2023 และซื้อส่วนที่เหลืออีก 82% ภายใน 10 ปี (น่าจะเป็นภายในปี 2028) เมื่อการปรับปรุงแล้วเสร็จ) บริษัทฯ จะซื้อโรงแรมดังกล่าวซึ่งมีห้อง 145 ห้องและตั้งอยู่ในใจกลาง Manhattan Island เป็นสิทธิขาด (Freehold) AWC วางแผนใช้เงิน 7.2 พัน ลบ. (USD208 ล้าน) เพื่อปรับปรุงและรีแบรนด์เป็น Hotel Plaza Athenee Nobu and Spa New York พร้อมกำหนดเปิดให้บริการใน 1Q26 แหล่งเงินทุนสำหรับการซื้อโรงแรมและการตกแต่งใหม่จะมาจากสินเชื่อธนาคารและกระแสเงินสดภายใน การซื้อดังกล่าวจะต้องผ่านการอนุมัติจากที่ประชุมวิสามัญผู้ถือหุ้นในวันที่ 26 ก.ค..

## รายการดังกล่าวคิดเป็น 13x ของค่า EV/EBITDA และ 31x ของค่า 2028E P/E

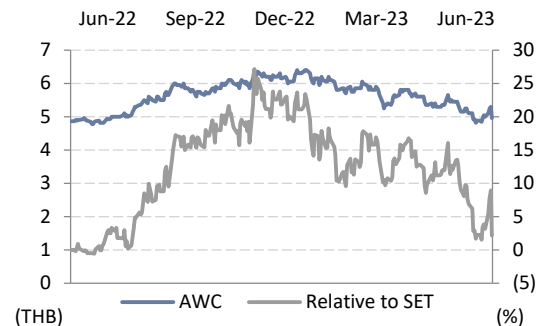
AWC คาดว่าโรงแรมดังกล่าวจะแล้วเสร็จในปี 2028 และสร้างรายได้ไม่เกิน 3 พัน ลบ. โดยมีสมมติฐานจากค่าห้องรายวันเฉลี่ย (ADR) ที่ USD1,225 ในปี 2026 ซึ่งใกล้เคียงกับ compset (อาทิเช่น USD1,600 ของ The Mark Hotel และ USD1,200 ของ St. Regis New York), EBITDA ที่ 1.1 พัน ลบ. (คิดเป็น EBITDA margin ที่ 37% และ EBITDA yield ที่ 7%) และกำไร 0.5 พัน ลบ. คิดเป็นราคาซื้อที่ 13x ของค่า EV/EBITDA และ 31x ของค่า P/E ก่อนข้างใกล้เคียงกับระดับการประเมินมูลค่าของกลุ่มโรงแรม นอกจากนี้ราคาซื้อที่ 7.8 พัน ลบ. ยังต่ำกว่าราคาประเมินที่ 8.7 พัน ลบ. ของ CBRE.

## กำไรของ AWC น่าจะลดลงเพียง 2% ในช่วงพัฒนาโครงการ

ราคาหุ้นของ AWC ปรับตัวลดลง 6% เมื่อวานนี้จากความกังวลว่าโครงการดังกล่าวจะดูผลประกอบการ อย่างไรก็ดีเราคาดว่าวงกำไรขาดทุนของ AWC จะได้รับผลกระทบเพียงเล็กน้อยที่ 1-2% ในช่วงดังกล่าวซึ่งส่วนมากจะมาจากค่าใช้จ่ายดอกเบี้ยในการซื้อหุ้น ในขณะที่ค่าใช้จ่ายที่เกี่ยวข้องกับแผนการปรับปรุงน่าจะถูกบันทึกเป็นทุน โรงแรมดังกล่าวน่าจะถึงจุดคุ้มทุนหลังดำเนินงาน 2 ปี เราแนะนำให้นักลงทุนมองไปที่การเติบโตจากภายในของ AWC ตามการฟื้นตัวของนักท่องเที่ยวเข้าที่มีกรจับจ่ายใช้สอยสูง

## โครงการน่าจะให้ Upside เพิ่ม

เรายังไม่ได้รวมโครงการดังกล่าวไว้ในประมาณการของเราเนื่องจากต้องรอการอนุมัติจากที่ประชุมวิสามัญผู้ถือหุ้น อย่างไรก็ตามเราคิดว่าราคาซื้อดังกล่าวอาจช่วยเพิ่มกำไรปกติของ AWC ได้ประมาณ 5% แลราคาเป้าหมายของเราได้ประมาณ 5% (DCF) โดยคิดจากค่า IRR ที่ 11% เราเห็นว่าราคาหุ้นที่ลดลงเป็นโอกาสในการสะสมหุ้นเพื่อจับแนวโน้มการเติบโตของกำไรที่ดีในอีก 3 ปีข้างหน้า.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(9.0)	(7.3)	2.5
Relative to country (%)	(9.9)	(6.9)	4.8
Mkt cap (USD m)	4,560		
3m avg. daily turnover (USD m)	5.4		
Free float (%)	25		
Major shareholder	TCC Business Management (45%)		
12m high/low (THB)	6.55/4.74		
Issued shares (m)	32,000.77		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 16 มิถุนายน 2023

**Exhibit 1: Project summary**

<b>ASSET TYPE</b>	Hotel & Townhouse
<b>OWNERSHIP</b>	FREEHOLD, owned by Plaza Athenee Hotel Co., Ltd. (US Co)
<b>LAND</b>	Asset Group 1: Hotel: 0.23 acres (10,041 square feet) Asset Group 2: Townhouse: 0.05 acres (2,020 square feet) Total 0.28 acres (12,061 square feet)
<b>LOCATION</b>	37 East 64 <sup>th</sup> Street, NY, 10065, United States
<b>LAND USE</b>	R8B (Residential areas that can apply for permission to use the building as a hotel according to the Zoning Resolution ("ZR") § 32-02(e)(1) and (2))
<b>BUILDING</b>	The hotel building is 16 stories tall and includes a basement and rooftop. Additionally, there is a 2-story row house building with a total of 141 rooms and a usable area of 14,772 square meters.
<b>CONSTRUCTION AREA</b>	Main Building 125,274 square feet Townhouse 6,012 square feet



Source: AWC

**Exhibit 2: Current state of the hotel**



Source: AWC

**Exhibit 3: Renovation plan**



Source: AWC

**Exhibit 4: Renovation design overview**



Source: AWC

## Financial Statements

### Asset World Corp

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	4,245	9,508	15,152	18,890	20,538
Cost of goods sold	(3,585)	(5,182)	(8,039)	(8,946)	(9,446)
<b>Gross profit</b>	<b>660</b>	<b>4,326</b>	<b>7,113</b>	<b>9,944</b>	<b>11,092</b>
Other operating income	94	77	80	83	86
Operating costs	(2,304)	(3,254)	(3,333)	(4,137)	(4,477)
<b>Operating EBITDA</b>	<b>55</b>	<b>2,750</b>	<b>5,561</b>	<b>7,681</b>	<b>8,562</b>
Depreciation	(1,605)	(1,600)	(1,702)	(1,791)	(1,862)
Goodwill amortisation	-	-	-	-	-
<b>Operating EBIT</b>	<b>(1,551)</b>	<b>1,150</b>	<b>3,859</b>	<b>5,890</b>	<b>6,700</b>
Net financing costs	(1,180)	(1,225)	(1,492)	(1,551)	(1,574)
Associates	0	(1)	(1)	(1)	(1)
Recurring non-operating income	0	(1)	(1)	(1)	(1)
Non-recurring items	3,109	3,903	2,500	2,500	2,500
<b>Profit before tax</b>	<b>379</b>	<b>3,827</b>	<b>4,867</b>	<b>6,838</b>	<b>7,626</b>
Tax	483	27	(260)	(653)	(1,025)
<b>Profit after tax</b>	<b>861</b>	<b>3,854</b>	<b>4,607</b>	<b>6,185</b>	<b>6,601</b>
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>861</b>	<b>3,854</b>	<b>4,607</b>	<b>6,185</b>	<b>6,601</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(3,109)</b>	<b>(3,903)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>
<b>Recurring net profit</b>	<b>(2,248)</b>	<b>(49)</b>	<b>2,107</b>	<b>3,685</b>	<b>4,101</b>
<b>Per share (THB)</b>					
Recurring EPS *	(0.07)	0.00	0.07	0.12	0.13
Reported EPS	0.03	0.12	0.14	0.19	0.21
DPS	0.01	0.03	0.03	0.05	0.05
Diluted shares (used to calculate per share data)	32,000	32,001	32,001	32,001	32,001
<b>Growth</b>					
Revenue (%)	(29.1)	124.0	59.4	24.7	8.7
Operating EBITDA (%)	(95.3)	4,930.5	102.3	38.1	11.5
Operating EBIT (%)	nm	nm	235.7	52.6	13.8
Recurring EPS (%)	nm	nm	nm	74.9	11.3
Reported EPS (%)	nm	347.3	19.5	34.3	6.7
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	15.5	45.5	46.9	52.6	54.0
Gross margin exc. depreciation (%)	53.4	62.3	58.2	62.1	63.1
Operating EBITDA margin (%)	1.3	28.9	36.7	40.7	41.7
Operating EBIT margin (%)	(36.5)	12.1	25.5	31.2	32.6
Net margin (%)	(53.0)	(0.5)	13.9	19.5	20.0
Effective tax rate (%)	17.7	35.5	11.0	15.1	20.0
Dividend payout on recurring profit (%)	(15.3)	(2,073.3)	40.0	40.0	40.0
Interest cover (X)	(1.3)	0.9	2.6	3.8	4.3
Inventory days	8.8	5.4	4.8	5.8	5.9
Debtor days	60.0	29.4	20.7	16.6	15.3
Creditor days	285.4	182.3	161.7	194.8	200.8
Operating ROIC (%)	(1.0)	0.5	2.2	3.1	3.3
ROIC (%)	(1.0)	0.5	2.2	3.1	3.2
ROE (%)	(3.0)	(0.1)	2.5	4.1	4.3
ROA (%)	(1.0)	0.5	2.1	3.0	3.1
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Hotel revenue	1,770	6,422	11,067	13,914	15,231
Retail and office revenue	2,475	3,086	4,084	4,976	5,307

Sources: Asset World Corp; FSSIA estimates

## Financial Statements

### Asset World Corp

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	(2,248)	(49)	2,107	3,685	4,101
Depreciation	1,605	1,600	1,702	1,791	1,862
Associates & minorities	-	-	-	-	-
Other non-cash items	11,462	4,368	2,359	2,359	2,359
Change in working capital	179	173	1,583	496	256
<b>Cash flow from operations</b>	<b>10,999</b>	<b>6,091</b>	<b>7,751</b>	<b>8,331</b>	<b>8,578</b>
Capex - maintenance	(15,760)	(18,066)	(7,814)	(8,026)	(5,440)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	0	0	0	0	0
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(15,760)</b>	<b>(18,066)</b>	<b>(7,814)</b>	<b>(8,026)</b>	<b>(5,440)</b>
Dividends paid	0	(344)	(1,024)	(843)	(1,474)
Equity finance	9	11	0	0	0
Debt finance	4,372	12,327	2,000	3,000	0
Other financing cash flows	279	132	0	0	0
<b>Cash flow from financing</b>	<b>4,660</b>	<b>12,126</b>	<b>976</b>	<b>2,157</b>	<b>(1,474)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>(101)</b>	<b>151</b>	<b>913</b>	<b>2,463</b>	<b>1,664</b>
Free cash flow to firm (FCFF)	(3,580.50)	(10,748.79)	1,430.70	1,863.65	4,735.42
Free cash flow to equity (FCFE)	(110.54)	484.10	1,937.33	3,305.28	3,138.05

#### Per share (THB)

FCFF per share	(0.11)	(0.34)	0.04	0.06	0.15
FCFE per share	0.00	0.02	0.06	0.10	0.10
Recurring cash flow per share	0.34	0.18	0.19	0.24	0.26

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	145,402	163,586	169,040	174,707	177,788
Less: Accumulated depreciation	(9,406)	(11,003)	(10,204)	(9,496)	(8,858)
<b>Tangible fixed assets (net)</b>	<b>135,996</b>	<b>152,583</b>	<b>158,836</b>	<b>165,211</b>	<b>168,930</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	128	279	1,193	3,655	5,319
A/C receivable	674	860	860	860	860
Inventories	46	60	106	120	127
Other current assets	56	82	131	163	177
<b>Current assets</b>	<b>905</b>	<b>1,281</b>	<b>2,289</b>	<b>4,797</b>	<b>6,483</b>
Other assets	1,996	2,590	2,590	2,590	2,590
<b>Total assets</b>	<b>138,897</b>	<b>156,454</b>	<b>163,715</b>	<b>172,599</b>	<b>178,003</b>
Common equity	79,207	82,860	86,442	91,785	96,911
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>79,207</b>	<b>82,860</b>	<b>86,442</b>	<b>91,785</b>	<b>96,911</b>
Long term debt	45,717	56,306	58,306	61,306	61,306
Other long-term liabilities	8,332	9,511	9,511	9,511	9,511
<b>Long-term liabilities</b>	<b>54,049</b>	<b>65,817</b>	<b>67,817</b>	<b>70,817</b>	<b>70,817</b>
A/C payable	1,551	2,027	3,587	4,050	4,293
Short term debt	3,812	5,550	5,550	5,550	5,550
Other current liabilities	279	200	318	397	431
<b>Current liabilities</b>	<b>5,641</b>	<b>7,777</b>	<b>9,455</b>	<b>9,997</b>	<b>10,274</b>
<b>Total liabilities and shareholders' equity</b>	<b>138,897</b>	<b>156,454</b>	<b>163,715</b>	<b>172,599</b>	<b>178,003</b>
Net working capital	(1,053)	(1,225)	(2,809)	(3,304)	(3,560)
Invested capital	136,940	153,948	158,617	164,497	167,960

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

#### Per share (THB)

Book value per share	2.48	2.59	2.70	2.87	3.03
Tangible book value per share	2.48	2.59	2.70	2.87	3.03

#### Financial strength

Net debt/equity (%)	62.4	74.3	72.5	68.9	63.5
Net debt/total assets (%)	35.6	39.4	38.3	36.6	34.6
Current ratio (x)	0.2	0.2	0.2	0.5	0.6
CF interest cover (x)	0.9	1.4	2.3	3.1	3.0

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>(70.6)</b>	<b>(3,213.6)</b>	<b>75.3</b>	<b>43.1</b>	<b>38.7</b>
<b>Recurring P/E @ target price (x) *</b>	<b>(96.8)</b>	<b>(4,405.8)</b>	<b>103.3</b>	<b>59.0</b>	<b>53.1</b>
Reported P/E (x)	184.2	41.2	34.5	25.7	24.0
Dividend yield (%)	0.2	0.6	0.5	0.9	1.0
Price/book (x)	2.0	1.9	1.8	1.7	1.6
Price/tangible book (x)	2.0	1.9	1.8	1.7	1.6
EV/EBITDA (x) **	3,807.7	80.1	39.8	28.9	25.7
EV/EBITDA @ target price (x) **	4,885.0	101.5	50.4	36.6	32.6
EV/invested capital (x)	1.5	1.4	1.4	1.3	1.3

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

Sources: Asset World Corp; FSSIA estimates

## Public disclosures related to sustainable development evaluation of Thai listed companies

**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**" by the Thai Institute of Directors Association (Thai IOD); 2) "**AGM Checklist**" by the Thai Investors Association (TIA), a "**CAC certified member**" of the Thai Private Sector Collective Action Against Corruption (CAC); and 3) **Sustainability Investment List (THSI)** by the Stock Exchange of Thailand. The ratings are updated on an annual basis. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such ratings.

### CG Score by the Thai Institute of Directors Association (Thai IOD)<sup>1</sup>

The **CG Score** indicates corporate governance (CG) strength in the sustainable development of Thai listed companies. Annually, the Thai IOD, with support from the Stock Exchange of Thailand (SET), surveys and assesses the CG practices of companies and publishes the results on the [Thai IOD website](#) in a bid to promote and enhance the CG of Thai listed companies in order to promote compliance with international standards for better investment decisions. The results are from the perspective of a third party, not an evaluation of operations, as of the date appearing in the report, and may be changed after that date.

The **five underlying categories and weighting** used for the CG scoring in 2022 include the rights of shareholders and equitable treatment of shareholders (weight 25% combined), the role of stakeholders (25%), disclosure and transparency (15%), and board responsibilities (35%).

The CGR report rates CG in six categories: 5 for Excellent (score range 90-100), 4 for Very Good (score range 80-89), 3 for Good (Score range 70-79), 2 for Fair (score range 60-69), 1 for Pass (score range 60-69), and not rated (score below 50).

### AGM Checklist by the Thai Investors Association (TIA)<sup>2</sup>

The "**AGM Checklist**" quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and the extent to which information is sufficiently disclosed and the level of its transparency. All the considered factors form important elements of two out of five the CG components. Annually, the TIA, with support from the SEC, leads the project to evaluate the quality of Annual General Meetings of Shareholders (AGMs) and to rate quality of the meetings.

The **Checklist** contains the minimum requirements under law that companies must comply with, or best practices according to international CG guidance. Representatives of the TIA will attend the meetings and perform the evaluation. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating of 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.

The results are classified into four categories: 5 for Excellent (score 100), 4 for Very Good (score 90-99), 3 for Fair (score 80-89), and not rated (score below 79).

### CAC certified member by the Thai Private Sector Collective Action Against Corruption (CAC)<sup>3</sup>

A **CAC certified member** is a listed company whose Checklist satisfies the CAC Certification's criteria and is approved by the CAC Council. The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. Note that the CAC does not certify the behaviour of the employees nor whether the companies have engaged in bribery, and Certification is good for three years.

Companies deciding to become a CAC certified member **start with** by submitting a Declaration of Intent signed by the Chairman of the Board to kick off the 18-month deadline for companies to submit the CAC Checklist for Certification. The 18-month provision is for risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.

The checklist document will be reviewed by the CAC Certification Committee for adequate information and evidence. It is worth noting that the committee consists of nine professionals in business law, corporate governance, internal audit, financial audit and experienced representatives from certified members.

A passed Checklist will move on to the **CAC Council** for granting certification approvals. The CAC Council consists of twelve prominent individuals who are highly respected in professionalism and ethical achievements. Among them are former ministers, a former central bank governor, the former head of the Thai Listed Companies Association, Chairman of Anti-Corruption Organizations (Thailand), Chairman of Thai Institute of Directors, and reputable academic scholars.

### Sustainability Investment (THSI)<sup>4</sup> by the Stock Exchange of Thailand (SET)

Thailand Sustainability Investment (**THSI**) quantifies responsibility in **E**nvironmental, and **S**ocial issues, by managing business with transparency in **G**overnance. The THSI serves as another choice for investors who desire to adopt a responsible investment approach, according to the SET.

Annually, the SET will announce the voluntary participation of the company candidates which pass the preemptive criteria, and whose two key crucial conditions are met, i.e. no irregular trading of the board members and executives and a free float of >150 by the number of shareholders, and combined holding must >15% of paid-up capital. Some key disqualifying criteria include a CG score of below 70%; independent directors and free float violation; executives' wrongdoing related to CG, social and environmental impacts, equity in negative territory, and earnings in the red for more than three years in the last five years. To become eligible for THSI, the candidate must pass three indicators in data declaration: **E**conomic (CG, risk management, customer relation management, supply chain management, and innovation); **E**nvironmental (environmental management, eco-efficiency, and climate risk); **S**ocial (human rights, talent attraction, operational health & safety, community development, and stakeholder engagement); and the incorporation of ESG in business operations.

To be approved for THSI inclusion, verified data must be scored at a 50% minimum for each indicator, unless the company is a part of the Dow Jones Sustainability Indices<sup>5</sup> (DJSI) during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.

Note that, from the **THSI list**, the SET further developed a sustainability **SETTHSI Index** in June 2018 from selected THSI companies whose 1) market capitalisation > 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.

Sources: [SEC](#); [Thai IOD](#); [Thai CAC](#); [SET](#); FSSIA's compilation

#### Disclaimer:

<sup>1</sup> Thai Institute of Directors Association ([Thai IOD](#)) was established in December 1999 and is a membership organisation 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.

<sup>2</sup> Thai Investors Association ([TIA](#)) was established in 1983 with a mission to promote investment knowledge and to protect the investment rights of Thai investors. In 2002, the association was appointed by the Securities and Exchange Commission (SEC) to represent individual shareholders. To obtain information for evaluation, the association recruits volunteer investors to join AGMs and score the meetings. Weightings for each meeting are at a 45:45:10 ratio. They have been applied since 2017 and subject to change.

<sup>3</sup> Thai Private Sector Collective Action against Corruption ([CAC](#)) was founded in 2010 and is 100% privately funded. It is an initiative by the Thai private sector to take part in tackling corruption problems via collective action. The CAC promotes the implementation of effective anti-corruption policies in order to create a transparent business ecosystem by developing a unique certification program for large/medium/small companies to apply for and to control corruption risk systematically and efficiently. The CAC's operations are sponsored by the US-based Center for Private Enterprise (CIPE) and the UK Prosperity Fund.

<sup>4</sup> Sustainability Investment List ([THSI](#)), created by the Stock Exchange of Thailand in 2015, comprises the listed companies that conduct sustainable business operations.

<sup>5</sup> Dow Jones Sustainability Indices – [Wikipedia](#) – Launched in 1999, DJSI evaluates the sustainability performance of companies based on corporate economic, environmental, and social performance.

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

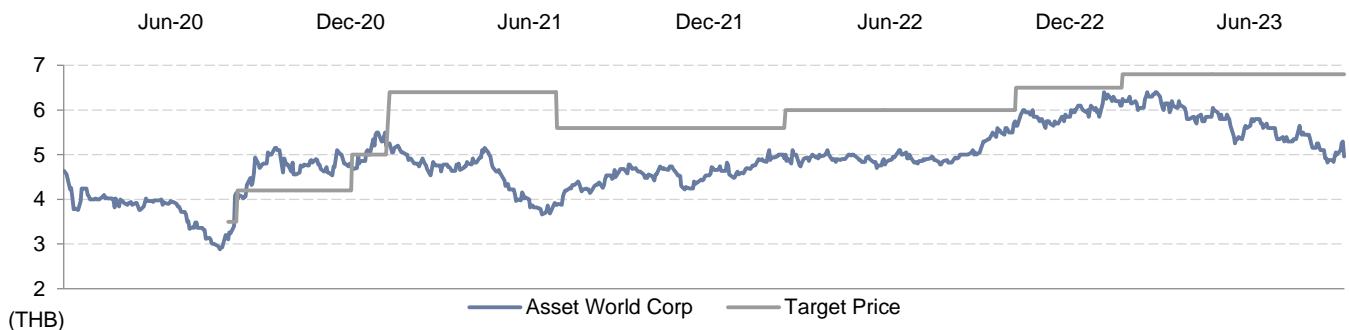
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### History of change in investment rating and/or target price

#### Asset World Corp (AWC TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
03-Nov-2020	HOLD	3.50	19-Mar-2021	BUY	6.40	07-Sep-2022	BUY	6.50
11-Nov-2020	HOLD	4.20	11-Aug-2021	BUY	5.60	07-Dec-2022	BUY	6.80
17-Feb-2021	HOLD	5.00	22-Feb-2022	BUY	6.00			

Teerapol Udomvej, CFA started covering this stock from 03-Nov-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Asset World Corp	AWC TB	THB 4.96	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.

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 Finasia Syrus Securities Public Company Limited

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finasia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 15-Jun-2023 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.