

BRITANIA BRI TB
THAILAND / PROPERTY DEVELOPMENT

BUY

UNCHANGED

มุ่งสู่การขยายธุรกิจตามแผน

- รายงานกำไรปกติ 1Q23 อยู่ที่ 328 ลบ. (+4% q-q, +58% y-y)
- คาดยอดขายและกำไรจะทยอยขยับขึ้น q-q ตั้งแต่ 2Q23 และสูงสุดใน 4Q23 ตามโครงการเปิดตัวใหม่
- คงแนะนำซื้อ ราคาเป้าหมาย 14 บาท Valuation ระดับที่ไม่แพง บวกกับการขยายธุรกิจอย่างรวดเร็วคาดว่าจะช่วยผลักดันการเติบโตในระยะกลางถึงยาว

TARGET PRICE	THB14.00
CLOSE	THB10.10
UP/DOWNSIDE	+38.6%
PRIOR TP	THB14.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+1.6%

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	5,848	7,610	8,435	9,746
Net profit	1,471	1,485	1,623	1,824
EPS (THB)	1.72	1.74	1.90	2.14
vs Consensus (%)	-	(0.5)	(2.8)	(3.7)
EBITDA	1,607	1,944	2,109	2,371
Core net profit	1,053	1,485	1,623	1,824
Core EPS (THB)	1.24	1.74	1.90	2.14
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	74.8	41.0	9.3	12.4
Core P/E (x)	8.2	5.8	5.3	4.7
Dividend yield (%)	7.1	7.2	7.9	8.9
EV/EBITDA (x)	8.5	6.5	5.8	4.7
Price/book (x)	1.8	1.5	1.3	1.1
Net debt/Equity (%)	103.3	70.8	52.9	31.5
ROE (%)	25.5	28.1	26.2	25.4

ผลประกอบการ 1Q23 ใกล้เคียงกับที่เราคาด

BRI รายงานกำไรสุทธิ 1Q23 ที่ 329 ลบ. (-20% q-q, -7% y-y) หากหักรายการพิเศษ กำไรปกติจะอยู่ที่ 328 ลบ. (+4% q-q, +58% y-y) จากรายได้บริหารโครงการ JV ที่สูงขึ้นเป็น 358 ลบ. (+55% q-q, +422% y-y) จาก 8 โครงการ JV ใหม่ที่ลงทุนร่วมกับกับเจ้าของที่ดิน มูลค่าโครงการรวม 7 พันลบ. อย่างไรก็ตาม ยอดโอนลดลงเป็น 1.1 พันลบ. (-22% q-q, -13% y-y) จากฐานที่สูงใน 4Q22 และการพัฒนาโครงการ JV ที่เพิ่มขึ้นตั้งแต่ 1Q22 รวมถึงมีการเปิดตัวใหม่เพียง 1 โครงการในเดือนมี.ค. ขณะที่อัตรากำไรขั้นต้นอสังหาริมทรัพย์ และสัดส่วนค่าใช้จ่ายการขายและบริหารต่อยอดขายทรงตัวที่ 32.8% และ 11.9% ตามลำดับ

สร้างการเติบโตมากขึ้นผ่าน JV ร่วมกับพันธมิตร

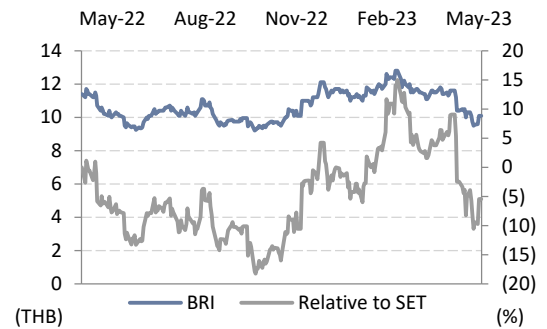
นอกจากโครงการของบริษัทแล้ว ผู้บริหารยังกล่าวว่า BRI มีแผนร่วมทุน JV เพิ่มอย่างต่อเนื่อง โดยคาดว่าจะเกิดขึ้นอย่างน้อย 2-3 โครงการใหม่/ไตรมาส โดยรูปแบบของ JV จะช่วยให้ธุรกิจขยายตัวอย่างรวดเร็วและใช้เงินทุนน้อยลง โดยบริษัท เริ่มร่วมทุนกับนักลงทุนต่างชาติตั้งแต่ปี 2022 ก่อนจะเริ่มจับมือกับเจ้าของที่ดิน 6 แห่งใน 1Q23 ซึ่งตั้งอยู่ในกรุงเทพฯ และจังหวัดใหม่ๆ เช่น นครราชสีมา ขอนแก่น อุดรธานีและชลบุรี จุดเด่นของรูปแบบดังกล่าวอยู่ที่ทำเลอันมีศักยภาพสูงพร้อมต้นทุนการซื้อที่ดินที่ลดลงและความเชี่ยวชาญในท้องถิ่น ขณะที่บริษัท จะได้รับรายได้บริหารโครงการ และกำไรพิเศษจากการลงทุนหาร่วมทุนกับนักลงทุน ในส่วนของนโยบายการขึ้นค่าแรงขั้นต่ำของรัฐบาลใหม่ บริษัท คาดว่าผลกระทบจะไม่น่าสำคัญ เนื่องจากถูกบรรเทาด้วยการขึ้นราคาและการควบคุมต้นทุน นอกจากนี้บริษัท ยังพัฒนาโครงการส่วนใหญ่โดยใช้การก่อสร้างแบบ Precast ซึ่งใช้แรงงานน้อยกว่าและระยะเวลาก่อสร้างสั้น

คาดหวังโมเมนตัมเชิงบวก q-q ต่อเนื่องในช่วงที่เหลือของปี

ในช่วง 2QTD ยอดขายโครงการอยู่ที่ 2 พันลบ. เนื่องจาก BRI ยังไม่มีการเปิดโครงการใหม่ อย่างไรก็ตาม บริษัท จะเปิดตัว 3 โครงการใหม่ มูลค่ารวม 3.8 พันลบ. ในเดือนมี.ย. (เทียบกับ 1.2 พันลบ. ใน 1Q23) ขณะที่แผนการเปิดโครงการใหม่ส่วนที่เหลือจะมีมูลค่า 4.3 พันลบ. และ 13.2 พันลบ. ใน 3Q-4Q23 ตามลำดับ บัญชีดังกล่าวจะช่วยผลักดันโมเมนตัมยอดขายโครงการเร่งขึ้นตั้งแต่ 2Q23 และดีที่สุด 4Q23 เบื้องต้นเราประเมินว่ากำไรปกติ 2Q23 จะทยอยปรับตัวขึ้น q-q และ y-y หลักๆมาจากการรับรู้ Backlog ณ สิ้น 1Q23 ที่ 1.4 พันลบ. อย่างไรก็ตาม กำไรสุทธิมีโอกาสลดลง y-y เทียบกับ 2Q22 ที่มีกำไรพิเศษ แต่ยังคงเติบโต q-q

คงแนะนำซื้อ จากศักยภาพในการเติบโตและ Valuation อยู่ในระดับต่ำ

แม้ว่าตลาดแนวราบในปีนี้มีทิศทางอ่อนตัวลงจากฐานที่สูงในปี 2022 และความไม่แน่นอนทางการเมือง อย่างไรก็ตาม กำไรปกติของ BRI คาดจะโต 41% y-y ในปี 2023 จากกลยุทธ์การขยายธุรกิจและการร่วมจับมือกับพันธมิตร หุ่นซื้อขายบน P/E 2023E ที่ 5.8x ต่ำกว่ากลุ่มอสังหาริมทรัพย์ 7.7x พร้อมผลตอบแทนเงินปันผล 7.2%



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(10.6)	(13.7)	(8.2)
Relative to country (%)	(10.1)	(8.1)	(2.3)
Mkt cap (USD m)			249
3m avg. daily turnover (USD m)			1.6
Free float (%)			27
Major shareholder		Origin Property (70%)	
12m high/low (THB)			13.10/9.20
Issued shares (m)			852.81

Sources: Bloomberg consensus; FSSIA estimates



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PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 26 พฤษภาคม 2023

Investment thesis

The key potential growth driver is a rapid increase in new launches. BRI has launched 30 projects worth THB36.4b within four brand segments as of end-2022, increasing from its initial launches in 2017 worth THB867m. It focuses on developing products to meet customers' needs and lifestyles via outstanding home designs, usable areas, different project styles and amenities. Its portfolio is flexible and well diversified in terms of product segment and location. It also has full support from its major shareholder Origin Property (ORI TB, BUY, TP THB13.9), which helps with brand reputation, bargaining power with suppliers, liquidity, and business strategies.

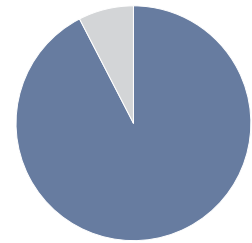
Company profile

Britania was established by Origin Property (ORI) in 2016. It operates low-rise residential projects in Bangkok and its vicinity as well as in industrial estates and the upcountry market. Its offers detached homes, semi-detached homes, and townhomes under various brands and price ranges, including Belgravia (THB20m-50m/unit), Grand Britania (THB8m-20m/unit), Britania (THB4m-8m/unit), and Brighton (THB2.5m-4m/unit).

www.britania.co.th

Principal activities (revenue, 2022)

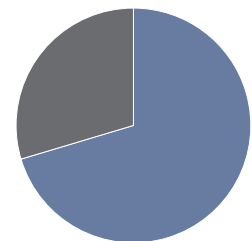
- Transfer revenue - 92.4 %
- Project management - 7.6 %



Source: Britania

Major shareholders

- Origin Property - 70.4 %
- Others - 29.6 %



Source: Britania

Catalysts

Key catalysts include 1) the success of new launches; 2) higher-than-expected inventory presales; 3) faster-than-expected construction progress and backlog realisation; and 4) new JV project developments which leave room for one-time gains on investments.

Risks to our call

Downside risks to our P/E-based TP include 1) weaker-than-expected take-up rates of new launches; 2) a slower-than-expected economic recovery and weak purchasing power; 3) intense competition; 4) construction delays and labour shortages; 5) an increase in raw material costs; and 6) challenging new launches in the upcountry market.

Event calendar

Date	Event
August 2023	2Q23 results announcement

Key assumptions

	2023E	2024E	2025E
Transfer revenue (THB m)	7,110	7,935	9,246
Project management (THB m)	500	500	500
Property GPM (%)	32	32	32
GPM (%)	36.5	36.0	35.5
SG&A to sales (%)	11.4	11.5	11.6

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in transfers, we estimate 2023 net profit to rise by 3.7%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2023 net profit to rise by 1.8%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A, we estimate 2023 net profit to fall by 2%, and vice versa, all else being equal.

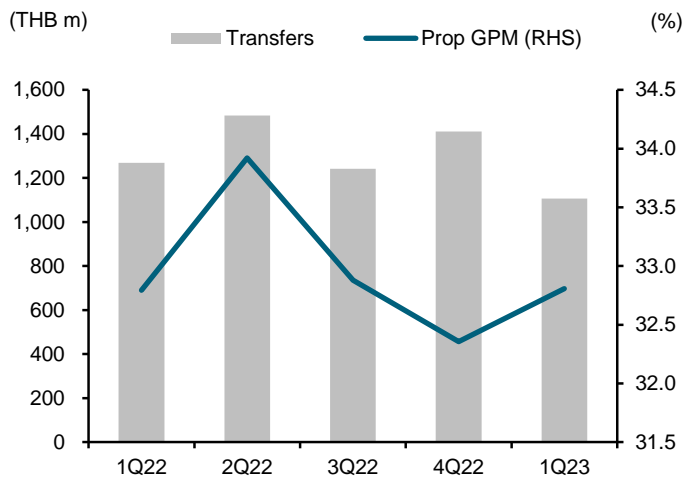
Source: FSSIA estimates

Exhibit 1: 1Q23 results summary

	1Q22	2Q22	3Q22	4Q22	1Q23	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	1,337	1,556	1,314	1,641	1,464	(10.8)	9.6
Cost of sales	852	980	834	954	744	(22.1)	(12.7)
Gross profit	484	576	480	687	721	4.9	48.8
SG&A	152	163	162	183	174	(5.1)	14.4
Operating profit	333	413	318	504	547	8.5	64.4
Interest expense	1	3	1	4	3	(28.6)	95.2
Tax expense	96	103	87	115	112	(2.1)	17.5
Equity income from JV	(29)	(26)	(6)	(73)	(116)	na	na
Reported net profit	352	376	331	411	329	(20.1)	(6.8)
Core profit	208	284	245	316	328	3.9	57.8
Key ratios (%)						(ppt)	(ppt)
Property gross margin	32.8	33.9	32.9	32.4	32.8	0.5	0.0
Gross margin	36.2	37.0	36.6	41.9	49.2	7.3	13.0
SG&A / Sales	11.4	10.5	12.3	11.2	11.9	0.7	0.5
Operating margin	24.9	26.5	24.2	30.7	37.4	6.6	12.5
Net margin	26.4	24.2	25.2	25.0	22.4	(2.6)	(3.9)
Norm margin	15.6	18.3	18.6	19.3	22.4	3.2	6.9
Revenue breakdown							
Residential	1,268.1	1,483.6	1,241.9	1,410.7	1,106.8	(21.5)	(12.7)
Project management	68.6	72.6	72.0	230.8	357.6	54.9	421.5

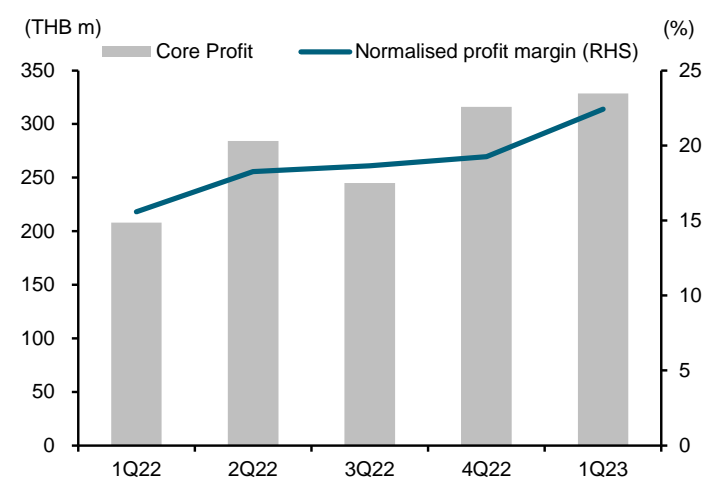
Sources: BRI; FSSIA's compilation

Exhibit 2: Quarterly transfers and property GPM



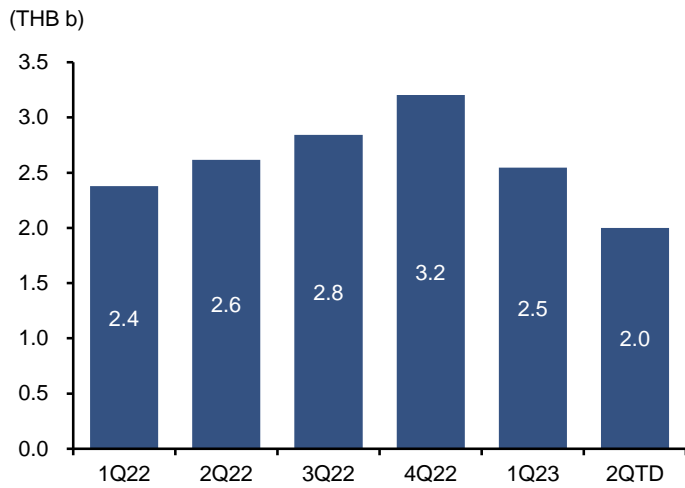
Sources: BRI; FSSIA's compilation

Exhibit 3: Quarterly core profit and normalised profit margin



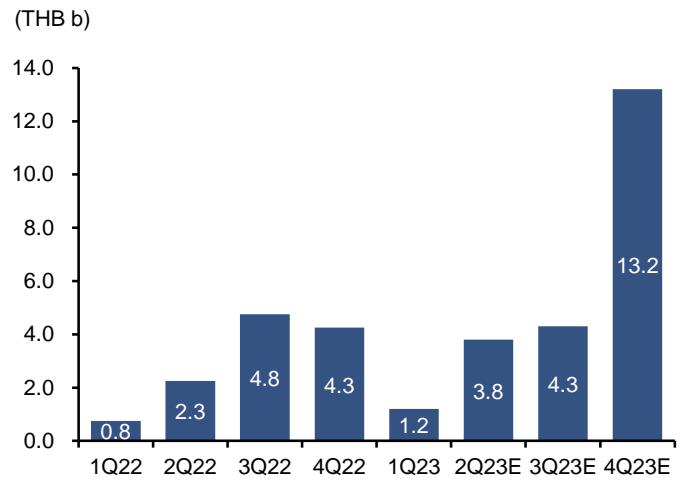
Sources: BRI; FSSIA's compilation

Exhibit 4: Quarterly presales



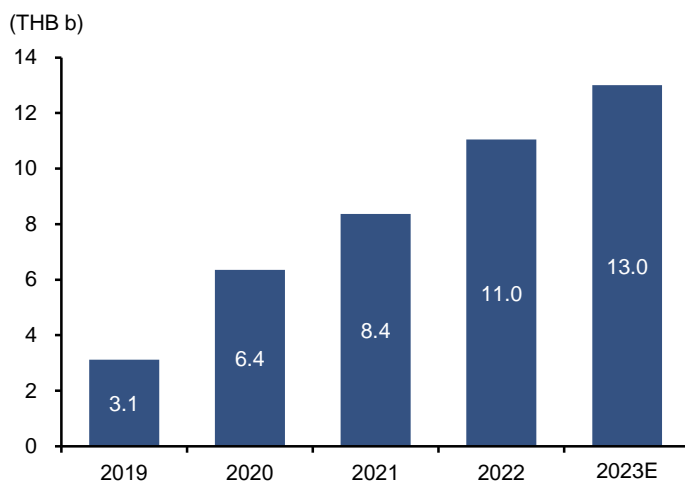
Sources: BRI; FSSIA's compilation

Exhibit 5: Quarterly new launches



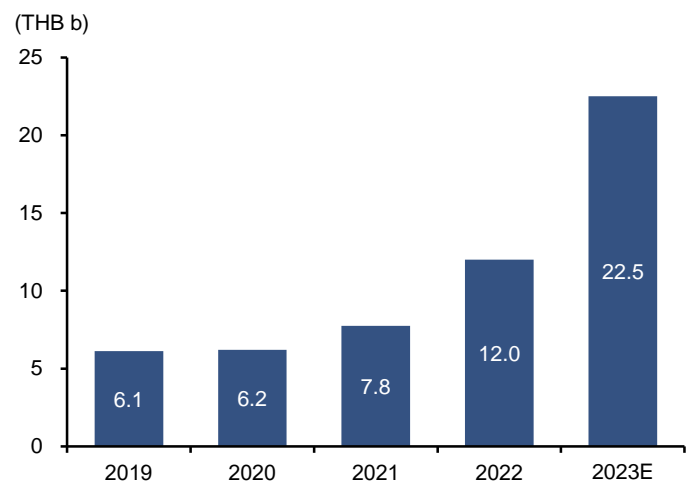
Sources: BRI; FSSIA's compilation

Exhibit 6: Yearly presales and 2023 target



Sources: BRI; FSSIA's compilation

Exhibit 7: Yearly planned new launches



Sources: BRI; FSSIA's compilation

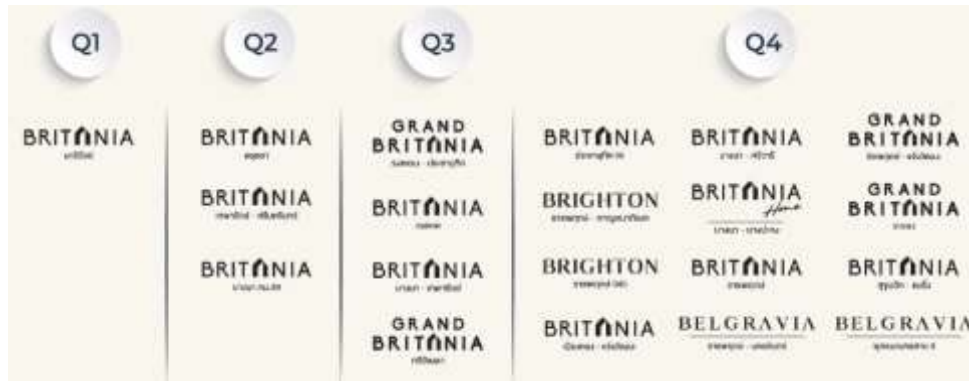
Exhibit 8: Landlord JVs in 1Q23

BRITANIA CREATE A LIFE you love | **YOUR LAND TO NEW BUSINESS**

NAKHON RATCHASIMA	KHONKAEN	UDON THANI	BANGKOK	CHON BURI
<ul style="list-style-type: none"> GRAND BRITANIA GARDENVILLE BRITANIA GARDENVILLE BRIGHTON PAKCHONG 	<ul style="list-style-type: none"> BRITANIA SRICHAND 	<ul style="list-style-type: none"> GRAND BRITANIA UDON THANI BELGRAVIA UDON THANI 	<ul style="list-style-type: none"> GRAND BRITANIA KRUNGTHEP KREETHA - ROMKLAO 	<ul style="list-style-type: none"> BRITANIA BANGSAEN - KHAOLAM

Source: BRI

Exhibit 9: 2023 project launches



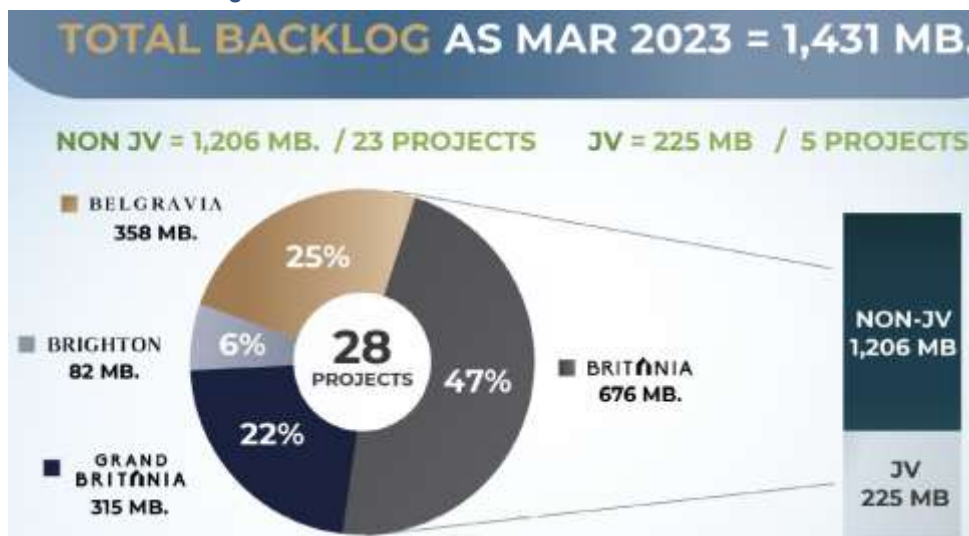
Source: BRI

Exhibit 10: Example of new projects in 2Q23



Source: BRI

Exhibit 11: Backlog



Source: BRI

Financial Statements

Britania

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	3,808	5,848	7,610	8,435	9,746
Cost of goods sold	(2,602)	(3,612)	(4,826)	(5,385)	(6,276)
Gross profit	1,206	2,236	2,784	3,050	3,470
Other operating income	8	30	30	30	30
Operating costs	(445)	(660)	(870)	(970)	(1,129)
Operating EBITDA	769	1,607	1,944	2,109	2,371
Depreciation	(7)	(9)	(9)	(10)	(11)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	762	1,598	1,935	2,099	2,360
Net financing costs	(9)	(10)	(16)	(24)	(26)
Associates	0	(135)	10	29	32
Recurring non-operating income	0	(135)	10	29	32
Non-recurring items	0	417	0	0	0
Profit before tax	754	1,871	1,929	2,104	2,366
Tax	(151)	(400)	(443)	(481)	(541)
Profit after tax	602	1,471	1,485	1,623	1,824
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	602	1,471	1,485	1,623	1,824
Non-recurring items & goodwill (net)	0	(417)	0	0	0
Recurring net profit	602	1,053	1,485	1,623	1,824
Per share (THB)					
Recurring EPS *	0.71	1.24	1.74	1.90	2.14
Reported EPS	0.71	1.72	1.74	1.90	2.14
DPS	0.87	0.72	0.73	0.80	0.90
Diluted shares (used to calculate per share data)	853	853	853	853	853
Growth					
Revenue (%)	63.0	53.6	30.1	10.8	15.5
Operating EBITDA (%)	71.6	108.9	21.0	8.5	12.4
Operating EBIT (%)	72.0	109.6	21.1	8.5	12.4
Recurring EPS (%)	(93.9)	74.8	41.0	9.3	12.4
Reported EPS (%)	(93.9)	144.0	1.0	9.3	12.4
Operating performance					
Gross margin inc. depreciation (%)	31.5	38.1	36.5	36.0	35.5
Gross margin of key business (%)	31.5	38.1	36.5	36.0	35.5
Operating EBITDA margin (%)	20.2	27.5	25.5	25.0	24.3
Operating EBIT margin (%)	20.0	27.3	25.4	24.9	24.2
Net margin (%)	15.8	18.0	19.5	19.2	18.7
Effective tax rate (%)	20.0	21.4	23.0	22.9	22.9
Dividend payout on recurring profit (%)	122.5	58.4	42.0	42.0	42.0
Interest cover (X)	86.8	147.2	118.0	88.7	92.0
Inventory days	1,028.6	856.6	728.4	712.7	635.3
Debtor days	4.2	24.4	33.9	32.6	32.2
Creditor days	182.1	144.8	147.7	169.6	168.7
Operating ROIC (%)	9.7	16.3	17.7	18.6	20.6
ROIC (%)	9.6	13.8	15.8	17.0	18.8
ROE (%)	27.9	25.5	28.1	26.2	25.4
ROA (%)	7.5	9.7	11.4	11.8	12.6
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Transfer revenue	3,808	5,404	7,110	7,935	9,246
Project management	0	444	500	500	500

Sources: Britania; FSSIA estimates

Financial Statements

Britania

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	602	1,053	1,485	1,623	1,824
Depreciation	7	9	9	10	11
Associates & minorities	0	-	-	-	-
Other non-cash items	-	-	-	-	-
Change in working capital	(1,417)	(1,749)	(150)	(365)	81
Cash flow from operations	(808)	(687)	1,345	1,269	1,916
Capex - maintenance	-	-	-	-	-
Capex - new investment	(51)	(1,077)	-	(58)	(58)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	250	-	-
Cash flow from investing	(51)	(1,077)	250	(58)	(58)
Dividends paid	(738)	(307)	(624)	(682)	(766)
Equity finance	2,594	7	0	0	0
Debt finance	(430)	1,686	(986)	(499)	(999)
Other financing cash flows	-	-	-	-	-
Cash flow from financing	1,426	1,385	(1,610)	(1,181)	(1,765)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	724	0	0	0
Net other adjustments	0	724	0	0	0
Movement in cash	567	345	(15)	30	93
Free cash flow to firm (FCFF)	(850.55)	(1,753.72)	1,611.11	1,234.30	1,884.51
Free cash flow to equity (FCFE)	(1,288.93)	646.32	608.47	711.30	859.51

Per share (THB)

FCFF per share	(1.00)	(2.06)	1.89	1.45	2.21
FCFE per share	(1.51)	0.76	0.71	0.83	1.01
Recurring cash flow per share	0.71	1.25	1.75	1.92	2.15

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	40	43	57	60	64
Less: Accumulated depreciation	(5)	(7)	(11)	(16)	(23)
Tangible fixed assets (net)	35	36	46	44	40
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	86	388	50	50	50
Invest. in associates & subsidiaries	0	730	800	850	900
Cash & equivalents	638	984	969	998	1,092
A/C receivable	79	704	711	794	925
Inventories	7,905	9,047	10,213	10,817	11,030
Other current assets	358	863	644	668	766
Current assets	8,981	11,599	12,536	13,277	13,812
Other assets	15	90	97	107	117
Total assets	9,116	12,843	13,529	14,327	14,920
Common equity	3,386	4,863	5,725	6,666	7,724
Minorities etc.	0	0	0	0	0
Total shareholders' equity	3,386	4,863	5,725	6,666	7,724
Long term debt	526	2,196	2,211	2,462	1,940
Other long-term liabilities	6	7	10	11	13
Long-term liabilities	531	2,204	2,221	2,473	1,953
A/C payable	1,307	1,558	2,346	2,658	3,144
Short term debt	3,798	3,814	2,813	2,063	1,586
Other current liabilities	93	404	424	467	513
Current liabilities	5,198	5,776	5,584	5,188	5,243
Total liabilities and shareholders' equity	9,116	12,843	13,529	14,327	14,920
Net working capital	6,942	8,653	8,797	9,153	9,063
Invested capital	7,078	9,897	9,790	10,204	10,171

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

Per share (THB)

Book value per share	3.97	5.70	6.71	7.82	9.06
Tangible book value per share	3.97	5.70	6.71	7.82	9.06

Financial strength

Net debt/equity (%)	108.8	103.3	70.8	52.9	31.5
Net debt/total assets (%)	40.4	39.1	30.0	24.6	16.3
Current ratio (x)	1.7	2.0	2.2	2.6	2.6
CF interest cover (x)	(140.0)	174.3	37.9	33.1	36.3

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	14.3	8.2	5.8	5.3	4.7
Recurring P/E @ target price (x) *	19.8	11.3	8.0	7.4	6.5
Reported P/E (x)	14.3	5.9	5.8	5.3	4.7
Dividend yield (%)	8.6	7.1	7.2	7.9	8.9
Price/book (x)	2.5	1.8	1.5	1.3	1.1
Price/tangible book (x)	2.5	1.8	1.5	1.3	1.1
EV/EBITDA (x) **	16.0	8.5	6.5	5.8	4.7
EV/EBITDA @ target price (x) **	20.3	10.6	8.2	7.3	6.1
EV/invested capital (x)	1.7	1.4	1.3	1.2	1.1

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

Sources: Britania; 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)¹

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)²

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)³

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)⁴ 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 Indices⁵ (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:

¹ 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.

² 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.

³ 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.

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

⁵ 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

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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History of change in investment rating and/or target price

Britania (BRI TB)



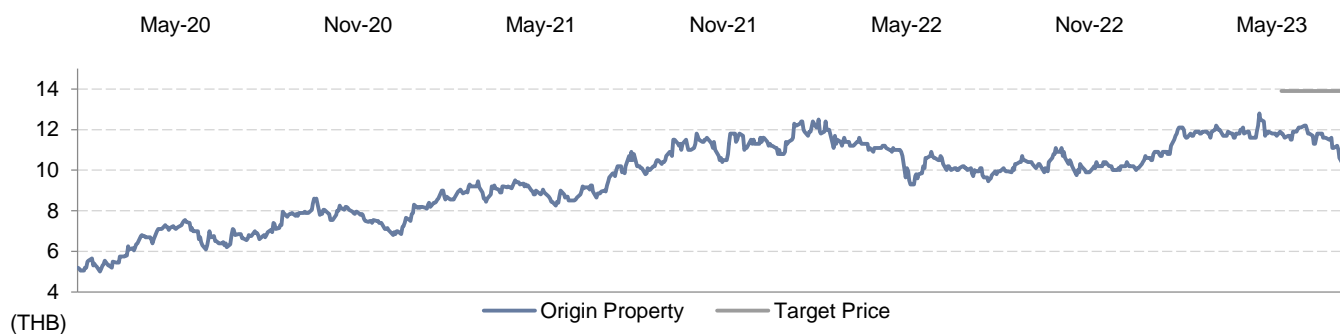
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
16-Mar-2023	BUY	14.00	-	-	-	-	-	-

Thanyatorn Songwutti started covering this stock from 16-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Origin Property (ORI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
27-Mar-2023	BUY	13.90	-	-	-	-	-	-

Thanyatorn Songwutti started covering this stock from 27-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Britania	BRI TB	THB 10.10	BUY	Downside risks to our P/E-based TP include 1) weaker-than-expected take-up rates of new launches; 2) a slower-than-expected economic recovery and weak purchasing power; 3) intense competition; 4) construction delays and labour shortages; 5) an increase in raw material costs; and 6) challenging new launches in the upcountry market.
Origin Property	ORI TB	THB 10.70	BUY	Downside risks to our SoTP-based TP include 1) a slower-than-expected economic recovery; 2) weaker-than-expected presales; 3) a high cancellation rate of presales and rejections from banks; 4) delays in construction and/or a labour shortage; 5) intense competition and an increase in raw material costs; and 6) lower-than-expected performance for its subsidiaries.

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

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 Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 25-May-2023 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / 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.