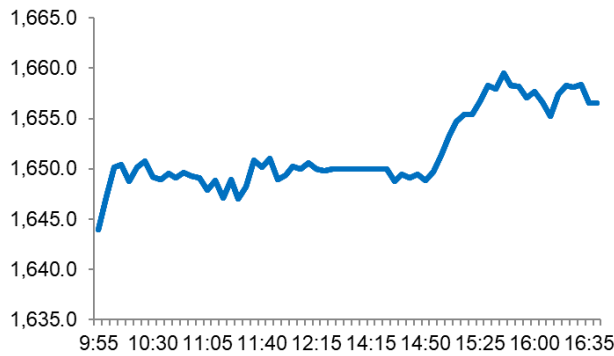


Thailand Morning Cuppa

Top Story & Bulletin

STOCK/SECTOR	NEWS	COMMENT	RATING
Land and Houses (LH TB)	<p>The residential market in key northern provinces is seeing a revival to pre-COVID-19 levels following a recovery in tourism, which is boosting the local economy – although higher development costs remain a concern. Soranand Sethi, president of the Chiang Mai Real Estate Association, said the economy in Chiang Mai improved thanks to a recovery in the tourism and retail sectors.</p> <p>According to the Real Estate Information Center (REIC), the number of newly sold residential units in Chiang Mai, Chiang Rai, Phitsanulok, Nakhon Sawan and Lamphun in 1H22 totalled 2,203 units worth THB8.17bn. The amount of units was close to the average before the pandemic, rising by 83% from 1H21, while the value was much higher than the pre-pandemic average after increasing by 78% YoY, according to the centre. There were a total of 2,470 residential units worth a combined THB10.8bn launched in the northern provinces in 1H22, up by 4.2x and 6x YoY. Interestingly, the new residential supply launched in Lamphun was larger than in bigger provinces such as Phitsanulok, Nakhon Sawan and Chiang Rai. In Lamphun, there were 244 units launched and all of them were single detached houses.</p> <p>Chiang Mai was the largest housing market in the North, with newly launched supply accounting for 50% of the total. It was also the only province with new condominium supply launched in the period, comprising 772 units, up from 30 units in 1H21. The number of units sold totaled 836, higher than the new supply launched. A new town plan for Chiang Mai is being drafted, which will challenge developers because it will push affordable new low-rise houses to outer city areas, he said. (<i>Bangkok Post</i>)</p>	<p>In our view, the rebound of supply and demand in the Northern region have been supported by: i) More aggressive business plans among large developers to diversify their project portfolio into upcountry market, and ii) the trend of tourism within the region, especially from the Chinese, who have been the largest foreign buyers of residential projects in Northern region, especially Chiang Mai. According to REIC, demand momentum in the Northern region's major cities improved significantly to above the pre-pandemic levels. Therefore, we expect large developers with strong brands to expand more aggressively in the following years compared to this year. In addition to Chiang Mai and Chiang Rai, other major provinces have been developed in parallel with the industrial production base, therefore developers will boost their new residential project development to absorb the higher demand from the new labour force.</p> <p>For next 2-3 years, we expect developers that have diversified their project portfolio into markets of others regions with solid demand such as the Northern region to gain advantage over conservative developers focused on Bangkok and vicinities. We believe that the presales momentum, especially of low-rise projects within Bangkok and vicinities, will gradually slow down after the pandemic subsides.</p> <p>Our Top Picks in this regard, especially for their presence in the Northern market include: i) Land and Houses, which has developed residential projects in Chiang Mai over the past several decades, and ii) Supalai, which has aggressively been launching its new projects in provincial areas and also gained strong presale momentum in several provinces. We keep our call and TPs for both counters.</p>	<p>LH TB: BUY, TP: THB9.45</p> <p>SPALI TB: BUY, TP: THB24.90</p>

Chart 1: SET intra-day graph


SET	2020	2021	2022F	2023F
PE (x)	37.27	15.12	15.96	15.10
P/BV (x)	1.56	1.77	1.68	1.58
Yield (%)	2.75	2.65	2.75	2.97

SET Value by investor Type: Daily	Buy (THBm)	Sell (THBm)	Net (THBm)
Institution	4,106.27	6,858.55	-2,752.28
Proprietary	7,032.12	6,064.81	967.31
Foreign	31,685.89	32,909.61	-1,223.72
Retail	29,786.07	26,777.38	3,008.69

SET Value by investor Type	MTD (THBm)	YTD (THBm)
Institution	-634.77	-119,075.32
Proprietary	5,359.76	2,918.47
Foreign	-10,380.22	164,221.49
Retail	5,655.23	-48,064.62

SET50 Index Future	Long	Short	Net	MTD	YTD
Institution	48,729	46,083	2,646	-16,102	-5,654
Foreign	79,483	111,325	-31,842	1,479	153,113
Local	145,340	116,144	29,196	14,623	-147,459

Foreign Fund Flows (USDm)	MTD	YTD	YoY		
Thailand	-33.4	8.1	-282.5	4890.5	8451.6

Note: *As at 14 Sep 2022 closing

Table 1: Key market indices (15 Sep 2022)

	Index	Chg	Chg (%)	YTD (%)
Thailand (SET)	1656.58	-4.51	-0.27%	-0.1%
Thailand (SET50)	996.41	-5.32	-0.53%	0.6%
Thailand (SET100)	2257.30	-11.01	-0.49%	-0.3%
USA (Dow Jones)	31135.09	30.12	0.10%	-14.3%
USA (S&P500)	3946.01	13.32	0.34%	-17.2%
USA (Nasdaq)	11719.68	86.11	0.74%	-25.1%
UK (FTSE)	7277.30	-108.56	-1.47%	-1.5%
Singapore (FSSTI)	3258.02	-32.06	-0.97%	4.3%
Hong Kong (Hang Seng)	18847.10	-479.76	-2.48%	-19.4%
Japan (Nikkei)	27834.65	23.95	0.09%	-3.3%
Malaysia (KLCI)	1468.44	-19.40	-1.30%	-6.3%
China (SHANGHAI SE)	3237.54	-26.26	-0.80%	-11.1%
Indonesia (JCI)	7278.08	-39.94	-0.55%	10.6%

Foreign Exchange Rates / Oil Market

USD	Closed	Chg	Chg (%)
Baht (Onshore)	36.64	0.04	-0.11
Yen	143.07	-0.01	0.01
Euro	1.00	0.00	-0.08

Oil Price (USD/barrel)		Chg	Chg (%)
Brent	93.98	-0.12	-0.13
Nymex-Crude Light	88.93	0.45	0.51

Note: *As at 14 Sep 2022 closing

Top BUYs

	TP (THB)	Upside (%)	Catalysts
Bangkok Dusit Medical Services (BDMS TB)	32.50	10.17	<ul style="list-style-type: none"> A high season for healthcare services may deliver earnings growth YoY and QoQ in 3Q22. This is coupled with an ongoing increase in foreign patient revenue that is approaching pre-pandemic levels of 30% and resurgence of the Omicron variant in Thailand in July to improve the COVID-19 treatment momentum. 2022 core profit may grow strongly by 28% to THB10.15bn, achieving 2019's level. It may also deliver resilient 9-11% earnings growth in 2023-2024.
Berli Jucker (BJC TB)	41.00	19.71	<ul style="list-style-type: none"> A healthy demand for BJC's glass and aluminium can products is likely. This will be driven by launches of new items among beverage players, as well as easing pandemic restrictions in Thailand and Vietnam. Big C's improving product sales mix could help limit the impact from the raw material price hikes for BJC's non-retail businesses. Opex management and gradual increases in ASPs may be carried out to cope with the issues. We expect a strong 48% core profit growth in 2022 (2021: -23%), or at two-thirds of 2019's numbers. This is based on +6% SSSG, stronger rental revenues, and +0.8ppts core profit margin.
Central Retail Corporation (CRC TB)	46.50	16.25	<ul style="list-style-type: none"> 3Q22F earnings may jump from the low base during 3Q21's lockdown. All its business pillars and destinations may deliver robust, positive SSSG. Price adjustments and intensive opex controls may support a wider EBITDA margin. The fashion business may benefit from a rebound in Thai operations and stronger Italian store performance. The hardline segment's product price hikes and better management over private label goods will enhance the segment's SSSG and GPM. Easing restrictions in Vietnam may also boost CRC's food and retail mall wings. We expect a core profit of THB4.90bn for 2022, jumping from an extremely low base of THB189m in 2021, and it will expand 61% to pre-pandemic levels in 2023.
CH Karnchang (CK TB)	23.30	4.48	<ul style="list-style-type: none"> After the noticeably slower revenue momentum since FY19, we expect CK to reverse the trend from FY22 onwards due to newly awarded construction projects – including two double-track railway contracts and two Purple Line Mass Rapid Transit (MRT) extension works – that will boost FY22 core revenue. Therefore, we expect full-year core revenue growth of 28% YoY. There are currently two key construction projects lying ahead for CK to add into its orderbook: i) Construction works at the Orange Line MRT extension in case that its affiliated company can win the bid that should be launched within this year and ii) construction works at the Luang Prabang hydropower project in Laos. Put together, CK's orderbook on hand can breach the THB100bn level while its earnings visibility will be extended to more than five years. In addition, CK also has a good chance to pump in more from new bids: i) State Railway of Thailand's Red Line MRT and double-track railway, ii) Department of Highways' three motorway projects, and iii) major Bangkok Metropolitan Administration projects that may be accelerated by the Governor.
Kasikornbank (KBANK TB)	175.00	16.67	<ul style="list-style-type: none"> KBANK is ready for the new digital era, as it has business units that are fully equipped with new tech. This will be hidden value waiting to be unlocked in future. Historical price trends suggest its share price should outperform peers when the economy is on a recovery path. KBANK offers lowest CIR in the banking industry, while its asset quality remains manageable.
Land and Houses (LH TB)	9.45	6.78	<ul style="list-style-type: none"> Land and Houses will focus on: i) Conservative increases in targets for project sales revenue and presales and ii) a major focus on boosting new project launches that may include new condominiums. This key developer's plan may highlight industry trends for 2022, and its competitors may follow suit by ramping up project launches more aggressively. 1H22 overall presale was in line with FY22 business target at 50% of full-year target. Low-rise project presale in 2Q22 slightly declined 2%YoY while condominium presale jumped strongly 50%YoY from the low-base level. Its presales progress was in line with other leading developers. The country's re-opening will also bode well for the company's recurring income assets including hotel and shopping mall that can start to generate revenue growth from FY23 onwards.
Minor International (MINT TB)	42.50	42.86	<ul style="list-style-type: none"> A rapid recovery for its hotel performance in Europe (c.40% of sales) in 3Q22 is expected and it may get stronger towards the high tourism period during this quarter. As the COVID-19 situation improves, pent-up demand for leisure travellers and re-activation of business trips within the region could be the key drivers. Success in average room rate or ARR maintenance for the Minor and NH Hotels should benefit revenue and GPM when OR strongly rebounds. MINT's key restaurant hub in Thailand may carry out strong, positive SSSG throughout the remaining quarters of 2022. It may be able to apply efficient cost control measures and partially pass through food price hikes while a positive local sales outlook should help its operating leverage to get better. We expect core earnings to turn positive to THB1.97bn this year (2021: -THB9.31bn) and jump 3.3x to THB6.60bn in 2023. Its 2Q22 earnings turnaround is likely.

Top BUYs

	TP (THB)	Upside (%)	Catalysts
PTT Oil and Retail Business (OR TB)	35.00	29.63	<ul style="list-style-type: none"> OR plans to have approximately five business investment deals, both acquisitions and equity participations, for the remainder of year 2022, which are likely to be F&B, service businesses, SMEs, and start-ups. The investment budget is expected to be THB96,000m within five years, which will emphasise on non-oil businesses with higher margins than the oil segment, as well as capturing consumption activities in Thailand and neighbouring countries. In 2H22, the recovery of Thai economy will boost consumption demand along OR's oil stations and retail outlets. OR will get benefit from its oil and non-oil retail businesses via more than 2,400 nationwide oil stations and 4,000 outlets with lots of long holiday in 3Q22 and enter high season in 4Q22. The softened oil price is also likely to encourage travelling, transportation and consumption activities. Under the development of several potential businesses to capture future trends, such as EV-related businesses and healthy food products.
Siam Cement (SCC TB)	430.00	24.28	<ul style="list-style-type: none"> Despite a challenging 2Q22 and so on, where management had to tackle production costs and slower demand faced by its major segments, we expect Siam Cement to overcome these issues efficiently. After a series of product price revision, the company should be one of major construction material companies that can gain benefit immediately as soon as the production costs tame down. IPO of SCC's subsidiary, SCG Chemicals, will not be delayed beyond the year-end. This should be in line with the commencement of its maiden Long Son project in Vietnam, which is scheduled for 1Q23. Note that the demand for petrochemicals in Vietnam is estimated to grow 8% YoY on average over FY21-26.
TISCO Financial (TISCO TB)	114.00	21.93	<ul style="list-style-type: none"> Due to its solid asset quality and healthy capital position, as well as its above-average dividend yields of 7%.
WHA Corp (WHA TB)	4.35	22.88	<ul style="list-style-type: none"> WHA's performance is more secure than other peers, as it is highly weighted towards recurring-income businesses (especially electricity and water utilities) and the asset monetisation plan slated for execution in 4Q22. Water utility demand will increase from new clients, especially for value-added products like demineralised, recycling, and clarified water. The power plant business is still facing immediate higher fuel costs and sluggish variable tariff (Ft) revisions. However, the unit's performance should improve in the following quarters due to upward revisions in Ft and lower pressure from coal prices.

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