

24 February 2023

Supalai (SPALI TB)

Thailand Company Update

Property | Real Estate

Buy (Maintained)

THB22.70 (USD1,283m)

THB26.40 (+16%)

ESG score: 3.40 (out of 4) 198m/5.74m Avg Daily Turnover (THB/USD)

Analyst



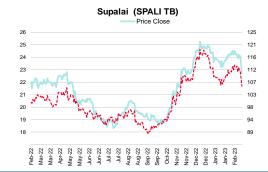
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Share Performance (%)

Target Price (Return):

Price (Market Cap):

YTD 1m 3m 6m 12m Absolute (6.6)(3.0)(0.9)15.8 3.2 Relative (5.6)14.6 5.8 (2.6)(1.1)52-wk Price low/high (THB) 18.3 - 25.3



Source: Bloomberg

•	Maintain BUY and TP of THB26.40, 16% upside and c.6% yield. In
	spite of in-line FY22 earnings, Supalai's share price weakened after the
	earnings announcement. We expect FY23F earnings to decline YoY due
	to its limited orderbook from the condominium segment. Nevertheless,
	valuation is currently undemanding, at only 6.5x FY23F P/E while dividend
	yield is relatively attractive at c.6% pa.

Momentum To Persist, Albeit Softer; Stay BUY

- In-line FY22 earnings result. FY22 net profit of THB8.17bn (+16%YoY) was mainly driven by the low-rise projects segment, which recorded another record high earnings. 4Q22 net profit of THB2.17bn declined from its historical high quarterly earnings of 4Q21 (-25% YoY) and 3Q22 -FY22's highest quarter (-21% QoQ).
- FY22 review. Sales revenue from residential projects rose 18% YoY, dominated by the low-rise projects segment which accounted for 54% of FY22 sales revenue. However, the condominium segment played a more significant role in FY22, comprising 46% of FY22 sales revenue - seven condominium projects were newly completed during the year. YoY, FY22 GPM declined to 38.9% from 39.9% in FY21. QoQ, 4Q22 GPM also dropped moderately to 37.6% as the majority of unit transfers were from low-rise projects. In addition, the company was able to maintain its SG&A expense within 11-12% of core revenue. Profit sharing from associate companies in Australia also declined 27% YoY in FY22 in tandem with the lower transfers of raw land.
- Maintain our expectation of a softer FY23F. Based on the THB14.8bn orderbook to be recognised this year, there will be only two best-selling condominium projects to be transferred from 2Q23, while the majority of earnings should be concentrated in 2Q-3Q23. Conservatively, we expect FY23F earnings to be softer, with a 17% YoY decline. Based on FY23's new project launches that focus on the low-rise projects segment (80% of total value), there are prospects for FY23F core revenue to rise should the company be able to increase presales of its low-rise projects throughout the year. Note that management has guided for higher targets for FY23 presales target of THB36bn (+11%YoY) and total revenue target of THB36bn (+4%YoY) based on new project launches of THB41bn (+8.5% YoY).
- Maintain TP. We derive a 3.40 out of 4 ESG score for the stock. Our intrinsic value is based on 7.5x FY23F P/E, to which we apply a 2% ESG premium to arrive at our TP of THB26.40.

Forecasts and Valuation	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover (THBm)	29,160	34,486	31,094	36,062	38,825
Recurring net profit (THBm)	7,070	8,173	6,762	7,765	8,316
Recurring net profit growth (%)	66.3	15.6	(17.3)	14.8	7.1
Recurring EPS (THB)	3.30	3.99	3.46	3.98	4.26
DPS (THB)	1.25	1.45	1.38	1.59	1.70
Recurring P/E (x)	6.88	5.69	6.56	5.71	5.33
P/B (x)	1.16	0.95	0.88	0.80	0.73
Dividend Yield (%)	5.5	6.4	6.1	7.0	7.5
Return on average equity (%)	18.0	18.4	13.9	14.6	14.3
Net debt to equity (%)	41.9	47.5	41.5	36.1	28.8

Source: Company data, RHB

Overall ESG Score: 3.40 (out of 4)

Supalai has incorporated environmental conservation and energy-saving in its housing units (landed and condominiums) since its inception in 1989, under the concept "Save our world, Save your money".

S: EXCELLENT

For over 30 years, Supalai has been committed to its corporate social responsibility (CSR) tagline of "Supalai...we care for Thai Society". It focuses on creating a better quality of life for residents, with CSR efforts that are based on promoting sustainable development. The company also prioritises the interests of its stakeholders when embarking on each property project.

G: EXCELLENT

The Board of Directors has its own corporate governance policy handbook, which contains detailed guidelines on good corporate governance, the Board's responsibilities, duties of management, and internal controls. The Board annually reviews the code of conduct of Supalai's directors, executives and employees.



Financial Exhibits

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Valuation basis

Key drivers

- i. Better economic outlook;
- ii. Higher consumer confidence; iii. Increasing backlog

Key risks

- i. High household debt;
- ii. Banks' strict lending measures;
- iii. High revenue exposure in upcountry projects.

Company Profile

Supalai is a residential developer focusing on the midto low-end segment in Bangkok and upcountry. It also has office buildings for rent and a small hotel business.

Financial summary (THB)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Recurring EPS	3.30	3.99	3.46	3.98	4.26
EPS	3.30	3.99	3.46	3.98	4.26
DPS	1.25	1.45	1.38	1.59	1.70
BVPS	19.63	23.83	25.89	28.46	31.10
Return on average equity (%)	18.0	18.4	13.9	14.6	14.3
Return on average assets (%)	10.1	10.8	8.3	8.9	8.9

Valuation metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Recurring P/E (x)	6.88	5.69	6.56	5.71	5.33
P/B (x)	1.2	1.0	0.9	0.8	0.7
Dividend Yield (%)	5.5	6.4	6.1	7.0	7.5
EV/EBITDA (x)	7.99	7.47	8.03	6.89	6.18
Income statement (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F

Income statement (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover	29,160	34,486	31,094	36,062	38,825
Gross profit	11,642	13,416	12,159	14,041	15,064
EBITDA	8,444	9,514	8,297	9,545	10,222
Depreciation and amortisation	(123)	(127)	(142)	(152)	(161)
Operating profit	8,321	9,387	8,155	9,394	10,061
Net interest	(259)	(277)	(320)	(324)	(328)
Pre-tax profit	9,083	10,515	8,567	9,861	10,590
Taxation	(1,943)	(2,212)	(1,649)	(1,901)	(2,040)
Reported net profit	7,070	8,173	6,762	7,765	8,316
Recurring net profit	7,070	8,173	6,762	7,765	8,316

Cash flow (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Change in working capital	(3,528)	(8,650)	(2,552)	(3,545)	2,320
Cash flow from operations	2,824	(441)	4,156	4,073	6,035
Capex	(63)	(120)	(175)	(185)	(196)
Cash flow from investing activities	(47)	(495)	(175)	(185)	(196)
Dividends paid	(2,143)	(2,965)	(2,817)	(2,905)	(3,216)
Cash flow from financing activities	(2,487)	626	(2,595)	(2,332)	(3,197)
Cash at beginning of period	1,334	1,626	1,315	2,702	4,258
Net change in cash	291	(310)	1,386	1,556	2,641
Ending balance cash	1,625	1,315	2,701	4,258	6,899

Balance sheet (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total cash and equivalents	1,918	1,982	3,369	4,925	7,567
Tangible fixed assets	344	389	398	412	431
Total other assets	5,901	10,442	10,789	11,163	11,568
Total assets	71,432	79,924	83,904	90,213	95,810
Short-term debt	15,913	20,650	20,258	20,832	21,151
Total long-term debt	3,976	3,886	4,500	4,500	4,200
Total liabilities	28,506	32,461	32,387	33,647	34,056
Shareholders' equity	42,070	46,545	50,574	55,583	60,733
Minority interests	857	918	944	983	1,022
Total equity	42,926	47,463	51,517	56,566	61,754
Total liabilities & equity	71,432	79,924	83,904	90,213	95,810

Key metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Revenue growth (%)	41.6	18.3	(9.8)	16.0	7.7
Recurring net profit growth (%)	66.3	15.6	(17.3)	14.8	7.1
Recurrent EPS growth (%)	66.3	21.0	(13.2)	14.8	7.1
Gross margin (%)	39.9	38.9	39.1	38.9	38.8
Recurring net profit margin (%)	24.2	23.7	21.7	21.5	21.4
Dividend payout ratio (%)	37.9	34.6	40.0	40.0	40.0

Source: Company data, RHB



Figure 1: 4Q22 earnings beat our estimates by 3%

FYE Dec (THBm)	4Q21	1Q22	2Q22	3Q22	4Q22	QoQ (%)	YoY (%)	2021	2022	YoY (%)
Total turnover	10,938	5,588	8,198	11,133	9,723	(11.1)	(12.7)	29,160	34,486	18.3
Gross profit	4,409	2,183	3,231	4,404	3,652	(17.1)	(17.2)	11,642	13,416	15.2
Gross profit margin (%)	40.3	39.1	39.4	39.6	37.6			39.9	38.9	
Operating profit	3,307	1,539	2,291	3,281	2,403	(26.7)	(27.3)	8,321	9,387	12.8
Operating profit margin (%)	30.2	27.5	27.9	29.5	24.7			28.5	27.2	
EBIT	3,495	1,604	2,648	3,510	2,727	(22.3)	(22.0)	8,809	10,402	18.1
EBIT margin (%)	32.0	28.7	32.3	31.5	28.0			30.2	30.2	
Interest expense	(61)	(63)	(61)	(75)	(81)	8.0	32.9	(259)	(277)	6.9
Pre-tax profit	3,434	1,541	2,587	3,435	2,646	(23.0)	(22.9)	8,550	10,125	18.4
Pre-tax profit margin (%)	31.4	27.6	31.6	30.8	27.2			29.3	29.4	
Tax	(698)	(311)	(564)	(729)	(596)	(18.2)	(14.6)	(1,943)	(2,212)	13.8
Minority interest	(25)	(23)	(30)	(41)	(43)	NM	NM	(69)	(130)	NM
Net profit	2,879	1,277	2,075	2,749	2,171	(21.0)	(24.6)	7,070	8,173	15.6

Source: Company data, RHB

Recommendation Chart

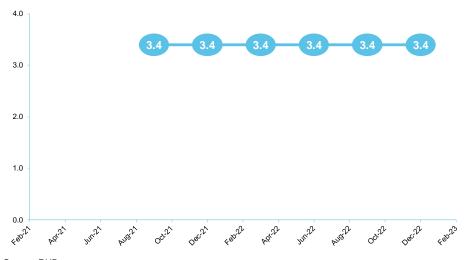


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2023-02-02	Buy	26.4	24.2
2022-11-29	Buy	26.4	23.0
2022-05-03	Buy	24.9	22.0
2021-10-27	Buy	24.9	23.0
2021-09-21	Buy	23.6	20.6
2021-04-28	Buy	23.6	21.2
2021-02-01	Buy	22.2	20.2
2020-11-02	Buy	19.4	15.9
2020-08-20	Buy	19.4	17.6
2020-05-14	Buy	16.9	13.7
2020-04-10	Buy	18.8	16.2
2020-02-27	Buy	20.0	16.7
2019-10-30	Buy	20.0	16.1
2019-09-09	Buy	23.5	18.9
2019-01-15	Neutral	20.5	18.5

Source: RHB, Bloomberg

ESG Rating History



Source: RHB

RHB Guide to Investment Ratings

Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however

longer-term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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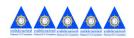
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Corporate Governance Report Rating 2022 (CG Score) as of 27 Oct 2022



Companies with Excellent CG Scoring by alphabetical order

AAV	AWC	BWG	CSS	FSMART	ILINK	LALIN	MST	PDG	Q-CON	SCN	SPRC	THANA	TQM	UV
ADVANC	AYUD	CENTEL	DDD	FVC	ILM	LHFG	MTC	PDJ	QH	SDC	SPVI	THANI	TRC	VCOM
AF	BAFS	CFRESH	DELTA	GC	IND	LIT	MVP	PG	QTC	SEAFCO	SSC	THCOM	TRUE	VGI
AH	BAM	CGH	DEMCO	GEL	INTUCH	LOXLEY	NCL	PHOL	RATCH	SEAOIL	SSSC	THG	TSC	VIIH
AIRA	BANPU	CHEWA	DOHOME	GFPT	IP	LPN	NEP	PLANB	RBF	SE-ED	SST	THIP	TSR	WACOAL
AJ	BAY	CHO	DRT	GGC	IRC	LRH	NER	PLANET	RS	SELIC	STA	THRE	TSTE	WAVE
AKP	BBIK	CIMBT	DTAC	GLAND	IRPC	LST	NKI	PLAT	S	SENA	STEC	THREL	TSTH	WHA
ALLA	BBL	CK	DUSIT	GLOBAL	ITEL	MACO	NOBLE	PORT	S&J	SENAJ	STGT	TIPCO	TTA	WHAUP
ALT	BCP	CKP	EA	GPI	IVL	MAJOR	NSI	PPS	SAAM	SGF	STI	TISCO	TTB	WICE
AMA	BDMS	CM	EASTW	GPSC	JTS	MAKRO	NOBLE	PR9	SABINA	SHR	SUN	TK	TTCL	WINNER
AMARIN	BEM	CNT	ECF	GRAMMY	JWD	MALEE	NSI	PREB	SAMART	SICT	SUSCO	TKN	TTW	XPG
AMATA	BEYOND	COLOR	ECL	GULF	K	MBK	NVD	PRG	SAMTEL	SIRI	SUTHAI	TKS	TU	ZEN
ANAN	BGC	COM7	EE	GUNKUL	KBANK	MC	NYT	PRM	SAT	SIS	SVI	TKT	TVDH	
AOT	BGRIM	COMAN	EGCO	HANA	KCE	MCOT	OISHI	PSH	SC	SITHAI	SYMC	TMILL	TVI	
AP	BIZ	COTTO	EPG	HARN	KEX	METCO	OR	PSL	SCB	SMPC	SYNTEC	TMT	TVO	
APURE	BKI	CPALL	ETC	HENG	KGI	MFEC	ORI	PTG	SCC	SNC	TACC	TNDT	TWPC	
ARIP	BOL	CPF	ETE	HMPRO	KKP	MINT	OSP	PTT	SCCC	SONIC	TASCO	TNITY	U	
ASP	BPP	CPI	FN	ICC	KSL	MONO	ОТО	PTTEP	SCG	SORKON	TCAP	TOA	UAC	
ASW	BRR	CPN	FNS	ICHI	KTB	MOONG	PAP	PTTGC	SCGP	SPALI	TEAMG	TOP	UBIS	
AUCT	BTS	CRC	FPI	III	KTC	MSC	PCSGH	PYLON	SCM	SPI	TFMAMA	TPBI	UPOIC	



Companies with Very Good CG Scoring by alphabetical order

28	BCH	CV	IMH	MBAX	PICO	SABUY	SRICHA	TPAC	XO
7UP	BE8	CWT	INET	MEGA	PIMO	SAK	SSF	TPCS	YUASA
ABICO	BEC	DCC	INGRS	META	PIN	SALEE	SSP	TPIPL	ZIGA
ABM	SCAP	DHOME	INSET	MFC	PJW	SAMCO	STANLY	TPIPP	
ACE	BH	DITTO	INSURE	MGT	PL	SANKO	STC	TPLAS	
ACG	BIG	DMT	IRCP	MICRO	PLE	SAPPE	STPI	TPS	
ADB	BJC	DOD	IT	MILL	PM	SAWAD	SUC	TQR	
ADD	BJCHI	DPAINT	ITD	MITSIB	PMTA	SCI	SVOA	TRITN	
AEONTS	BLA	DV8	J	MK	PPP	SCP	SVT	TRT	
AGE	BR	EASON	JAS	MODREN	PPPM	SE	SWC	TRU	
AHC	BRI	EFORL	JCK	MTI	PRAPAT	SECURE	SYNEX	TRV	
AIE	BROOK	ERW	JCKH	NBC	PRECHA	SFLEX	TAE	TSE	
AIT	BSM	ESSO	JMT	NCAP	PRIME	SFP	TAKUNI	TVT	
ALUCON	BYD	ESTAR	JR	NCH	PRIN	SFT	TCC	TWP	
AMANAH	CBG	FE	KBS	NDR	PRINC	SGP	TCMC	UBE	
AMR	CEN	FLOYD	KCAR	NETBAY	PROEN	SIAM	TFG	UEC	
APCO	CHARAN	FSS	KIAT	NEX	PROS	SINGER	TFI	UKEM	
APCS	CHAYO	FTE	KISS	NINE	PROUD	SKE	TFM	UMI	
AQUA	CHG	GBX	KK	NATION	PSG	SKN	TGH	UOBKH	
ARIN	CHOTI	GCAP	KOOL	NNCL	PSTC	SKR	TIDLOR	UP	
ARROW	CHOW	GENCO	KTIS	NOVA	PT	SLP	TIGER	UPF	
AS	CI	GJS	KUMWEL	NPK	PTC	SMART	TIPH	UTP	
ASAP	CIG	GTB	KUN	NRF	QLT	SMD	TITLE	VIBHA	
ASIA	CITY	GYT	KWC	NTV	RCL	SMIT	TM	VL	
ASIAN	CIVIL	HEMP	KWM	NUSA	RICHY	SMT	TMC	VPO	
ASIMAR	CMC	HPT	L&E	NWR	RJH	SNNP	TMD	VRANDA	
ASK	CPL	HTC	LDC	OCC	ROJNA	SNP	TMI	WGE	
ASN	CPW	HUMAN	LEO	OGC	RPC	so	TNL	WIIK	
ATP30	CRANE	HYDRO	LH	ONEE	RT	SPA	TNP	WIN	
В	CRD	ICN	LHK	PACO	RWI	SPC	TNR	WINMED	
BA	CSC	IFS	М	PATO	S11	SPCG	TOG	WORK	
BC	CSP	IIG	MATCH	PB	SA	SR	TPA	WP	



Companies with Good CG Scoring by alphabetical order

Α	BM	CTW	GSC	LEE	NFC	RPH	PTECH	TRUBB
A5	BROOK	D	HL	LPH	NSL	RSP	TC	TTI
Al	BSBM	DCON	HTECH	MATI	NV	SIMAT	TCCC	TYCN
ALL	BTNC	EKH	IHL	M-CHAI	PAF	SISB	TCJ	UMS
ALPHAX	CAZ	EMC	INOX	MCS	PEACE	SK	TEAM	UNIQ
AMC	CCP	EP	JAK	MDX	PF	SOLAR	THE	UPA
APP	CGD	EVER	JMART	MENA	PK	SPACK	THMUI	UREKA
AQ	CMAN	F&D	JSP	MJD	PPM	SPG	TKC	VARO
AU	CMO	FMT	JUBILE	MORE	PRAKIT	SQ	TNH	W
B52	CMR	GIFT	KASET	MPIC	PTL	STARK	TNPC	WFX
BEAUTY	CPANEL	GLOCON	KCM	MUD	RAM	STECH	TOPP	WPH
BGT	CPT	GLORY	KWI	NC	ROCK	SUPER	TPCH	YGG
BLAND	CSR	GREEN	KYE	NEWS	RP	SVH	TPOLY	



CG Score 2022

Score Range	Number of Logo	Description
90-100		Excellent
80-89		Very Good
70-79		Good
60-69		Satisfactory
50-59		Pass

IOD (IOD Disclaimer)

Disclaimer: The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an assessment of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date or when there is any change to the relevant information. Nevertheless, RHB Securities (Thailand) Public Company Limited does not confirm, verify, or certify the accuracy and completeness of such survey result.

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อนึ่ง ผลการสำรวจดังกล่าว เป็นผลการสำรวจ ณ วันที่ปรากฏในรายงานการกำกับดูและกิจการบริษัทจดทะเบียนไทยเท่านั้น ดังนั้นผลการ สำรวจจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าว ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชป์ จำกัด (มหาชน) มีได้ยืนยันหรือรับรองถึงความถูกต้อง ของผลการสำรวจดังกล่าวแต่ดย่างใด

Source: http://www.thai-iod.com/th/projects-2.asp

Anti-Corruption Progress Indicator

Level 5: Extended

Level 5: Ext	enaea	
ADVANC	GLOBAL	QH
ANAN	GPSC	RATCH
BBL	HMPRO	ROBINS
всн	IRPC	scc
BDMS	KBANK	SIRI
BIGC	KCE	SPALI
СК	KKP	STEC
DCC	KTB	TCAP
DELTA	LPH	TISCO
DRT	PACE	TMT
EGCO	PTT	TOP
GFPT	PTTGC	

Level 4: Certified

AAV	ERW	SAPPE	CPN
AP	GLOW	SAWAD	DTAC
ВА	GUNKUL	SCB	PTTEP
BANPU	ILINK	SCN	PYLON
ВСР	KTC	SEAFCO	
вн	LH	SVI	
BJCHI	LPN	TASCO	
CBG	MAKRO	TKN	
CENTEL	MALEE	TMB	
CHG	MINT	TRT	
СКР	MODERN	TRUE	
CPF	NOK	TVO	

Level 3: Established

ВЕМ	MTLS	SPRC
CPALL	SCI	

No progress

AOT	BPP	FN	
BCPG	BTS	TPCH	

Source: www.cgthailand.org

Disclaimer: The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, RHB Securities (Thailand) Public Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment result.

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