

7 July 2020

Property | Real Estate

## AP (Thailand) (AP TB)

**Buy** (Maintained)

### Solid Fundamentals Undisturbed; Stay BUY

Target Price (Return): THB7.60 (19.7%)  
 Price: THB6.35  
 Market Cap: USD643m  
 Avg Daily Turnover (THB/USD) 102m/3.17m

- **Maintain BUY with unchanged TP of THB7.60, 20% upside and c.6% yield.** AP (Thailand), our Top Pick, should perform impressively in terms of low-rise project presales, and this should lead to strong growth in 2Q20 earnings. Impressive presales even amidst market concerns over the pandemic crisis can be attributed to its solid brand recognition, and this should lead to its escape from the earnings valley in 2Q20 and also in FY20. Our THB7.60 TP is based on 7.75x P/E.

- **Low-rise project portfolio performing well.** AP announced overall presales worth c.TH9bn (+10% YoY) for 2Q20 and THB15bn for 1H20 (-27% YoY). Amidst market uncertainty, 2Q20 condominium presales declined significantly to only THB1.3bn (-58% YoY) as the company postponed all new condominium projects to FY21. Surprisingly, the company was able to mitigate the slow condominium presales by boosting low-rise presales as it took the opportunity to aggressively launch new low-rise projects with total project value of THB15.5bn, 81% of which were single detached houses. This resulted in low-rise project presales rising to THB7.7bn (+51% YoY) in 2Q20 and THB12.8bn (+13% YoY) in 1H20.

- **2Q20 earnings to escape from valley.** Unlike other large developers, we expect AP to show strong earnings growth in 2Q20. On the revenue side, its superb low-rise project presales should help boost revenue prospects in 2Q20 YoY and QoQ to >THB6bn. Another growth area in 2Q20 would be JV profit sharing, especially in condominium projects. Its best-selling condominium project Life Ladprao that started its transfer to clients since the final week of March has continued in 2Q20 with an additional 30% of project value. The only drawback in 2Q20 should be a drop in GPM that was impacted by the sale promotions that AP and other industry players have widely adopted to boost presales during the pandemic crisis. Based on these factors, we expect AP's 2Q20 earnings to grow YoY and QoQ.

- **Focus on repeating the success.** For 2H20, AP will remain cautious on the condominium market situation. It will maintain its sole focus on launching new low-rise projects with a total value of THB26bn, which is 68% higher than the actual 1H20 new project value launched in Bangkok and its surrounding vicinity. To repeat its success in 1H20, the company will launch new projects in both Bangkok and upcountry in 2H20. Despite no condominium projects being launched within this year, its role is still significant in terms of revenue given AP's abundant orderbook of c.TH43bn, especially from JV projects which can be recognised as revenue in FY20-22.

#### Analyst

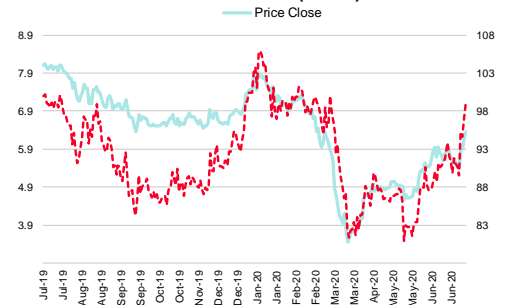
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#### Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(14.8)	16.5	55.6	(18.6)	(21.1)
Relative	(1.7)	16.6	35.1	(4.6)	0.0
52-wk Price low/high (THB)				3.44	– 8.15

AP Thailand PCL (AP TB)



Source: Bloomberg

Forecasts and Valuation	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total turnover (THBm)	27,271	23,802	21,823	22,589	23,138
Recurring net profit (THBm)	3,958	3,003	3,098	3,361	3,420
Recurring net profit growth (%)	28.2	(24.1)	3.2	8.5	1.8
Recurring P/E (x)	5.05	6.65	6.45	5.94	5.84
P/B (x)	0.8	0.8	0.7	0.7	0.6
P/CF (x)	na	na	na	na	23.94
Dividend Yield (%)	6.3	6.3	6.4	6.2	6.3
EV/EBITDA (x)	10.74	16.56	17.97	17.52	18.44
Return on average equity (%)	17.2	12.1	11.4	11.5	10.9
Net debt to equity (%)	78.9	102.8	103.1	100.4	98.2

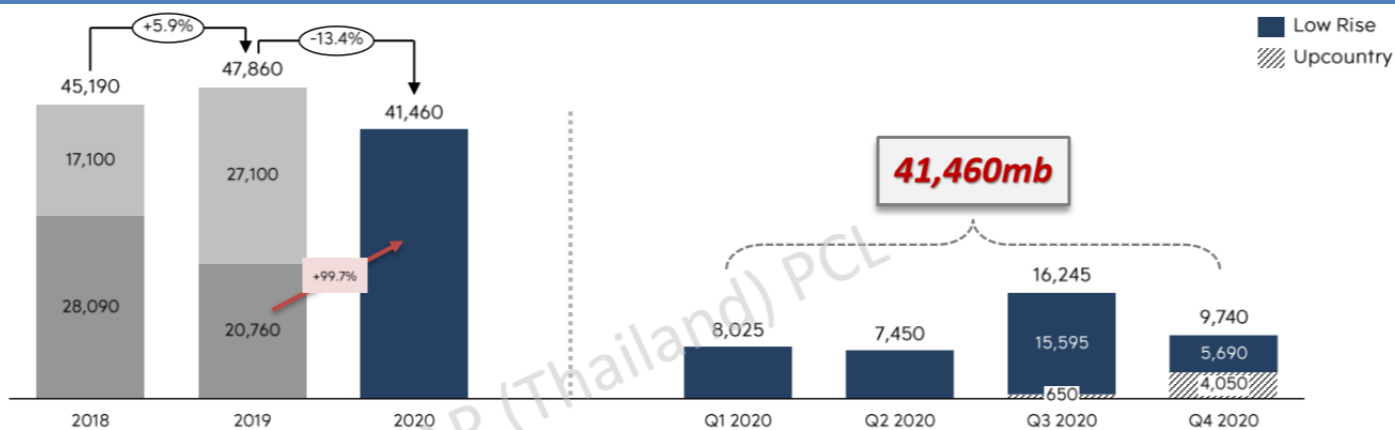
Source: Company data, RHB

## Financial Exhibits

Asia	Financial summary (THB)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Thailand	Recurring EPS	1.26	0.95	0.98	1.07	1.09
Property	DPS	0.40	0.40	0.40	0.40	0.40
<b>AP (Thailand)</b>	BVPS	7.79	8.36	8.95	9.61	10.30
AP TB	Return on average equity (%)	17.2	12.1	11.4	11.5	10.9
Buy						
	<b>Valuation metrics</b>	<b>Dec-18</b>	<b>Dec-19</b>	<b>Dec-20F</b>	<b>Dec-21F</b>	<b>Dec-22F</b>
<b>Valuation basis</b>	Recurring P/E (x)	5.05	6.65	6.45	5.94	5.84
P/E	P/B (x)	0.8	0.8	0.7	0.7	0.6
	FCF Yield (%)	(2.3)	(32.6)	(5.6)	(5.3)	3.8
<b>Key drivers</b>	Dividend Yield (%)	6.3	6.3	6.4	6.2	6.3
i. Economic growth;	EV/EBITDA (x)	10.74	16.56	17.97	17.52	18.44
ii. Consumer confidence;	EV/EBIT (x)	11.00	17.28	18.29	17.84	18.82
iii. Investment alternative.						
	<b>Income statement (THBm)</b>	<b>Dec-18</b>	<b>Dec-19</b>	<b>Dec-20F</b>	<b>Dec-21F</b>	<b>Dec-22F</b>
<b>Key risks</b>	Total turnover	27,271	23,802	21,823	22,589	23,138
i. High household debt;	Gross profit	8,932	8,176	7,612	7,819	7,989
ii. Intensive competition within the industry.	EBITDA	3,659	2,838	2,726	2,870	2,807
	Depreciation and amortisation	(86)	(118)	(48)	(52)	(56)
<b>Company Profile</b>	Operating profit	3,573	2,719	2,677	2,818	2,751
AP operates a property developing business, ie townhouse, single detached house, and condominiums in residential areas or central business districts with easy access to transportation and designs to match the consumer needs of each group and area.	Net interest	(123)	(247)	(299)	(318)	(334)
	Pre-tax profit	4,732	3,645	3,593	3,880	3,924
	Taxation	(779)	(581)	(494)	(519)	(504)
	Reported net profit	3,963	3,068	3,098	3,361	3,420
	Recurring net profit	3,958	3,003	3,098	3,361	3,420
	<b>Cash flow (THBm)</b>	<b>Dec-18</b>	<b>Dec-19</b>	<b>Dec-20F</b>	<b>Dec-21F</b>	<b>Dec-22F</b>
	Change in working capital	(5,049)	(8,627)	(2,076)	(1,630)	(1,750)
	Cash flow from operations	(225)	(6,326)	(1,057)	(988)	834
	Capex	(229)	(179)	(58)	(63)	(68)
	Cash flow from investing activities	1,287	(126)	(558)	(563)	(568)
	Dividends paid	(1,101)	(1,258)	(1,258)	(1,270)	(1,244)
	Cash flow from financing activities	(1,165)	11,716	1,362	2,230	(844)
	Cash at beginning of period	1,054	951	570	317	995
	Net change in cash	(102)	5,264	(253)	679	(577)
	Ending balance cash	952	6,216	317	995	418
	<b>Balance sheet (THBm)</b>	<b>Dec-18</b>	<b>Dec-19</b>	<b>Dec-20F</b>	<b>Dec-21F</b>	<b>Dec-22F</b>
	Total cash and equivalents	951	570	317	995	418
	Tangible fixed assets	408	468	468	468	468
	Total assets	49,395	58,794	62,506	66,886	70,270
	Short-term debt	7,035	12,680	13,500	14,000	15,400
	Total long-term debt	13,240	14,927	15,827	17,327	16,827
	Total liabilities	24,904	32,498	34,376	36,667	37,877
	Total equity	24,490	26,296	28,130	30,219	32,394
	Total liabilities & equity	49,395	58,794	62,506	66,886	70,270
	<b>Key metrics</b>	<b>Dec-18</b>	<b>Dec-19</b>	<b>Dec-20F</b>	<b>Dec-21F</b>	<b>Dec-22F</b>
	Revenue growth (%)	23.0	(12.7)	(8.3)	3.5	2.4
	Recurrent EPS growth (%)	28.2	(24.1)	3.2	8.5	1.8
	Gross margin (%)	32.8	34.3	34.9	34.6	34.5
	Operating EBITDA margin (%)	13.4	11.9	12.5	12.7	12.1
	Net profit margin (%)	14.5	12.9	14.2	14.9	14.8
	Dividend payout ratio (%)	27.8	41.0	40.6	37.8	36.4
	Capex/sales (%)	0.8	0.8	0.3	0.3	0.3
	Interest cover (x)	29.1	11.0	9.0	8.8	8.2

Source: Company data, RHB

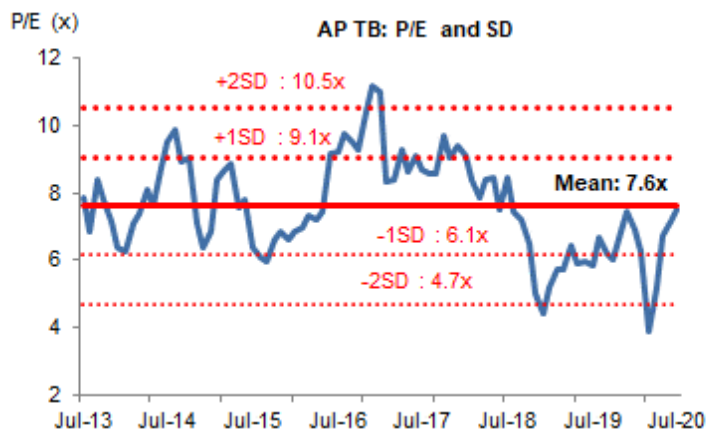
Figure 1: More aggressive plan to launch new low-rise projects in 2H20



Number of Project	2020	Q1'20	Q2'20	Q3'20	Q4'20
Single-Detached House	18	4	6	6	2
Townhouse	17	3	1	8	5
Upcountry	5	-	-	1	4
<b>Total</b>	<b>40</b>	<b>7</b>	<b>7</b>	<b>15</b>	<b>11</b>

Source: Company data

Figure 2: AP's P/E is currently trading at its 7-year mean average and it should be trading at the level above mean based on the company's superb performance



Source: RHB

## Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2020-05-07	Buy	7.6	4.9
2019-10-29	Buy	8.8	6.7
2019-09-09	Buy	9.3	7.1
2019-02-07	Buy	8.3	7.2
2019-01-09	Buy	9.5	6.4
2018-08-23	Buy	10.7	9.3

Source: RHB, Bloomberg

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80 - 89		ดีมาก	Very Good
70 - 79		ดี	Good
60 - 69		ดีพอใช้	Satisfactory
50 - 59		ผ่าน	Pass
ต่ำกว่า 50	No logo give	N/A	N/A

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ผลสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนที่แสดงไว้นี้ เป็นผลที่ได้จากการสำรวจและประเมินข้อมูลของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทย และตลาดหลักทรัพย์ เอ็ม เอ ไอ (“บริษัทจดทะเบียน”) เปิดเผยต่อสาธารณะและเป็นข้อมูลให้ผู้ลงทุนทั่วไปสามารถเข้าถึงได้ ผลสำรวจดังกล่าวจึงเป็นการนำเสนอข้อมูลในมุมมองของบุคคลภายนอกต่อมาตรฐานการกำกับดูแลกิจการของบริษัทจดทะเบียน โดยไม่ได้เป็นการประเมินผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนอื่นทั้งมิได้ใช้ข้อมูลภายในของบริษัทจดทะเบียนในการประเมิน ดังนั้นผลสำรวจที่แสดงนี้จึงไม่ได้เป็นการรับรองถึงผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนและไม่ถือเป็นการให้คำแนะนำในการลงทุนในหลักทรัพย์ของบริษัทจดทะเบียนหรือคำแนะนำใดๆ ผู้ใช้ข้อมูลจึงควรใช้วิจารณญาณของตนเองในการวิเคราะห์และตัดสินใจในการใช้ข้อมูลใดๆ ที่เกี่ยวกับบริษัทจดทะเบียนที่แสดงในผลสำรวจนี้

ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชบี (ประเทศไทย) จำกัด (มหาชน) มิได้ยืนยันหรือรับรองถึงความครบถ้วนและถูกต้องของผลสำรวจดังกล่าวแต่อย่างใด

ข้อมูล Anti-Corruption Progress Indicator 2560

ประกาศเจตนาธรรม CAC

A	ASK	CHG	FC	GREEN	JUTHA	MATCH	NINE	PIMO	RWI	SPPT	TFI	TU	VNT
AI	AU	CHOTI	FER	GSTEL	KASET	MATI	NMG	PK	SANKO	SPRC	THE	TVD	WAVE
AIE	BCH	CHOW	FPI	GUNKUL	KBS	MBAX	NNCL	PL	SAUCE	SR	TICON	TVO	WHA
AIRA	BJC	CIG	FSMART	HARN	KCAR	MC	NTV	PLANB	SC	SRICHA	TIP	TVT	WICE
AJ	BJCHI	COL	GEL	IFS	KTECH	MFEC	NUSA	POST	SCCC	SST	TKN	TWPC	WIJK
ALUCON	BLAND	COM7	GFPT	ILINK	KWC	MIDA	NWR	PRINC	SCN	STA	TLUXE	U	TRUE
AMATAV	BR	CPALL	GGC	INET	KYE	MILL	OGC	PRO	SEAOIL	SUPER	TMILL	UPA	
AOT	BROCK	CPF	GIFT	IRC	L&E	ML	PACE	PSTC	SE-ED	SUSCO	TMT	UREKA	
APCO	BRR	CPR	GJS	J	LEE	MTLS	PAF	PYLON	SENA	SWC	TNP	UWC	
AQUA	CEN	CSC	GLOBAL	JMART	LIT	NBC	PAP	QTC	SIRI	SYMC	TPA	VGI	
ARROW	CGH	EKH	GOLD	JMT	LVT	NCL	PATO	ROH	SMART	TAKUNI	TSE	VIBHA	
ASIA	CHEWA	EPCO	GPSC	JUBILE	MAKRO	NEP	PCSGH	ROJNA	SPACK	TBSP	TTI	VIH	

ได้รับการรับรอง CAC

ADVANC	BKI	CPN	FE	INTUCH	LANNA	MSC	PLAT	PTT	SAT	SNP	TCMC	TMD	UOBKH
AKP	BLA	CSL	FNS	IRPC	LHBANK	MTI	PM	PTTEP	SCB	SORKON	TFG	TNITY	WACOAL
AMANAH	BROOK	DCC	FSS	IVL	LHK	NKI	PPP	PTTGC	SCC	SPC	TGCI	TNL	
AP	BTS	DEMCO	GBX	K	LPN	NSI	PPS	Q-CON	SCG	SPI	THANI	TOG	
ASP	BWG	DIMET	GCAP	KBANK	MBK	OCC	PRANDA	QH	SGP	SSF	THCOM	TOP	
AYUD	CENTEL	DRT	GLOW	KCE	MBKET	OCEAN	PREB	QLT	SINGER	SSI	THRE	TPCORP	
BAFS	CFRESH	DTAC	HANA	KGI	MCOT	PB	PRG	RATCH	SIS	SSSC	THREL	TRU	
BANPU	CIMBT	DTC	HMPRO	KKP	MFC	PDI	PSH	RML	SITHAI	SVI	TIPCO	TSC	
BAY	CM	EASTW	HTC	KSL	MINT	PE	PSL	ROBINS	SMIT	SYNTEC	TISCO	TSSTH	
BBL	CNS	ECL	ICC	KTB	MONO	PG	PT	S & J	SMPC	TAE	TKT	TTCL	
BCP	CPI	EGCO	IFEC	KTC	MOONG	PHOL	PTG	SABINA	SNC	TCAP	TMB	TVI	

N/A

2S	ARIP	BSM	CSS	FMT	INOX	LTX	NPK	RCL	SFP	SUC	TITLE	TSR	VPO
AAV	AS	BTC	CTW	FN	INSURE	M	NPP	RICH	SGF	SUN	TIW	TSTE	VTE
ABICO	ASAP	BTNC	CWT	FOCUS	IRCP	MACO	NVD	RICHY	SHANG	SUTHA	TK	TTA	WG
ACAP	ASEFA	BTW	D	FORTH	IT	MAJOR	NYT	RJH	SIAM	SVH	TKS	TTL	WHAUP
ACC	ASIAN	BUI	DCON	FTE	ITD	MALEE	OHTL	ROCK	SIMAT	SVOA	TM	TTTM	WIN
ADAM	ASIMAR	CBG	DCORP	FVC	ITEL	MANRIN	OISHI	RP	SKE	SYNEX	TMC	TTW	WINNER
ADB	ASN	CCET	DDD	GC	JAS	MAX	ORI	RPC	SKN	T	TMI	TUCC	WORK
AEC	ATP30	CCP	DELTA	GENCO	JCT	M-CHAI	OTO	RPH	SKR	TACC	TMW	TWP	WORLD
AEONTS	AUCT	CGD	DIGI	GL	JKN	MCS	PAE	RS	SKY	TAPAC	TNDT	TWZ	WP
AF	BA	CHARAN	DNA	GLAND	JSP	MDX	PDG	RSP	SLP	TASCO	TNH	TYCN	WPH
AFC	BAT-3K	CHO	DTCI	GPI	JTS	MEGA	PERM	S	SMK	TC	TNPC	UAC	WR
AGE	BCPG	CHUO	EA	GRAMMY	JWD	METCO	PF	S11	SMM	TCB	TNR	UBIS	XO
AH	BDMS	CI	EARTH	GRAND	KAMART	MGT	PICO	SAFARI	SMT	TCC	TOA	UEC	YCI
AHC	BEAUTY	CITY	EASON	GTB	KC	MJD	PJW	SALEE	SOLAR	TCCC	TOPP	UKEM	YNP
AIT	BEC	CK	ECF	GULF	KCM	MK	PLANET	SAM	SPA	TCJ	TPAC	UMI	YUASA
AJA	BEM	CKP	EE	GYT	KDH	MM	PLE	SAMART	SPALI	TCOAT	TPBI	UMS	ZIGA
AKR	BFIT	CMO	EFORL	HFT	KIAT	MODERN	PMTA	SAMCO	SPCG	TEAM	TPCH	UNIQU	ZMICO
ALLA	BGRIM	CMR	EIC	HOTPOT	KKC	MPG	POLAR	SAMTEL	SPG	TFD	TIPL	UP	
ALT	BGT	CNT	EMC	HPT	KOOL	MPIC	POMPUI	SAPPE	SPORT	TFMAMA	TIPIP	UPF	
AMA	BH	COLOR	EPG	HTECH	KTIS	NC	PORT	SAWAD	SPVI	TGPRO	TPOLY	UPOIC	
AMARIN	BIG	COMAN	ERW	HUMAN	KWG	NCH	PPM	SAWANG	SQ	TH	TPP	UT	
AMATA	BIZ	CPH	ESSO	HYDRO	LALIN	NDR	PRAKIT	SCI	SSC	THAI	TR	UTP	
AMC	BKD	CPL	ESTAR	ICHI	LDC	NETBAY	PRECHA	SCP	SSP	THANA	TRC	UV	
ANAN	BLISS	CPT	ETE	ICN	LH	NEW	PRIN	SDC	STANLY	THG	TRITN	UVAN	
APCS	BM	CRANE	EVER	IEC	LOXLEY	NEWS	PRM	SE	STAR	THIP	TRT	VARO	
APEX	BOL	CRD	F&D	IHL	LPH	NFC	PTL	SEAFCO	STEC	THL	TRUBB	VCOM	
APURE	BPP	CSP	FANCY	III	LRH	NOBLE	RAM	SELIC	STHAI	THMUI	TSF	VI	
AQ	BSBM	CSR	FLOYD	INGRS	LST	NOK	RCI	SF	STPI	TIC	TSI	VNG	

Source: Thai Institute of Directors

ข้อมูลบริษัทที่เข้าร่วมโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านทุจริต (Thai CAC) ของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย (ข้อมูล ณ วันที่ 17 ต.ค.)

- ได้ประกาศเจตนาธรรมนี้เข้าร่วม CAC
- ได้รับการรับรอง CAC

การเปิดเผยการประเมินดัชนีชี้วัดความคืบหน้าการป้องกันกรมีส่วนเกี่ยวข้องกับการทุจริตคอร์รัปชัน (Anti-Corruption Progress Indicators) ของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยที่จัดทำโดยสถาบันที่เกี่ยวข้องซึ่งมีการเปิดเผยโดยสำนักงานคณะกรรมการกำกับหลักทรัพย์และตลาดหลักทรัพย์นี้เป็นการดำเนินการตามนโยบายและตามแผนพัฒนาความยั่งยืนสำหรับบริษัทจดทะเบียนโดยผลการประเมินดังกล่าว สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนตามที่บริษัทจดทะเบียนได้ระบุในแบบแสดงข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดงรายงานข้อมูลประจำปี แบบ (56-1) รายงานประจำปีแบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมีได้เป็นการประเมินการปฏิบัติของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยและมิได้ใช้ข้อมูลภายในเพื่อการประเมิน เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ ปรากฏในผลการประเมินเท่านั้น ดังนั้นผลการประเมินจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวได้อย่างใด