

8 July 2021

Property | Real Estate

AP (Thailand) (AP TB)

Buy (from Neutral)

Rare Housing Presales Outperformer; U/G BUY

Target Price (Return): THB9.50 (15.2%)
 Price: THB8.25
 Market Cap: USD804m
 Avg Daily Turnover (THB/USD) 141m/4.48m

- **Upgrade to BUY from Neutral with a higher THB9.50 TP from THB8.40, 15% upside and >5% yield.** AP (Thailand) has been 2Q21's exceptional real estate player – with impressive presales in the low rise segment despite COVID-19. We revise our earnings estimates to reflect this solid momentum. Moderate dividend yields should be another attraction for investors too. Our new TP is based on 7.4x P/E, which is its historical 5-year average.

- **Surprising 2Q21 presales numbers.** Although there was a negative factor from COVID-19's third wave – it has prevailed in Thailand since late March – AP posted a superb performance. It commanded presales of THB9.85bn (+9% YoY, +24% QoQ), especially in the low rise segment, which grew strongly (+18% YoY, +25% QoQ) – the company's highest-ever level. While only a few developers have released their 2Q21 presale numbers, we expect AP and its superb presales to inevitably outperform its large peers. Based on solid low rise presales during this period, 1H21's presales of THB17.8bn (+18% YoY) was impressive. This was mainly driven by a 28% presales growth in low rise projects. The condominium segment still struggled with a 39% YoY decline in presales.

- **Secret behind the success.** Unlike other developers that focus on specific locations, AP's low rise presales came from its existing portfolio, which is diversified throughout Bangkok and its vicinities. This was despite only launching five new low rise projects – three in Bangkok and two upcountry. Hence, the presales performance downside risk is limited.

- **Easy FY21 presales target achievement.** Based on impressive 1H21 presales numbers, AP's full-year presales target of THB35.5bn (+12% YoY) is likely achievable under the current circumstances – 1H21's numbers account for 50% of FY21's target. Note: Low rise projects will generate 79% of FY21's presales target. Major success in boosting 1H21 presales in the low rise segment (59% of the full-year target) implies an upside potential for AP to break this existing target, given the aggressive launch of 26 new low rise projects within 2H21, especially in 4Q21.

- **Revising up FY21F earnings to reflect another solid quarter.** Although 2Q21 presales were higher than 1Q21's, we expect quarterly earnings in the former to weaken QoQ. Low rise projects will maintain their critical role in contributing towards 2Q21 sale revenues while two newly completed condominium projects – under a JV with a Japanese partner – will start contributing topline in 3Q21. We revise up our FY21F net profit by 14% to THB4bn, which is a slight 4% YoY decline from FY20's high base. Although earnings growth will be not a major catalyst for AP this year, its key advantage is that the bulk of FY21's earnings occurred in 1H21. This implies that full-year earnings may not be at risk of a downgrade under the current pandemic circumstances.

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	13.8	(4.6)	1.2	7.8	32.0
Relative	5.0	(2.4)	(0.1)	3.7	17.2
52-wk Price low/high (THB)	5.55 – 8.70				

AP Thailand PCL (AP TB)



Source: Bloomberg

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (THBm)	23,802	29,888	31,015	31,170	33,258
Recurring net profit (THBm)	3,003	4,227	4,047	3,995	4,245
Recurring net profit growth (%)	(24.1)	40.7	(4.2)	(1.3)	6.3
Recurring P/E (x)	8.64	6.14	6.41	6.50	6.11
P/B (x)	1.0	0.9	0.8	0.8	0.7
P/CF (x)	na	2.15	na	187.30	na
Dividend Yield (%)	4.8	4.8	5.5	5.5	5.5
EV/EBITDA (x)	18.67	13.05	12.55	13.01	11.94
Return on average equity (%)	12.1	15.2	13.2	12.0	11.8
Net debt to equity (%)	102.8	69.0	68.3	66.1	67.7

Source: Company data, RHB

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Financial Exhibits

Asia	Financial summary (THB)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Thailand	Recurring EPS	0.95	1.34	1.29	1.27	1.35
Property	DPS	0.40	0.40	0.45	0.45	0.46
AP (Thailand)	BVPS	8.36	9.31	10.14	10.96	11.85
AP TB	Return on average equity (%)	12.1	15.2	13.2	12.0	11.8
Buy						
	Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Valuation basis	Recurring P/E (x)	8.64	6.14	6.41	6.50	6.11
P/E	P/B (x)	1.0	0.9	0.8	0.8	0.7
	FCF Yield (%)	(25.1)	45.6	(6.4)	(0.0)	(2.4)
Key drivers	Dividend Yield (%)	4.8	4.8	5.5	5.5	5.5
i. Economic growth;	EV/EBITDA (x)	18.67	13.05	12.55	13.01	11.94
ii. Consumer confidence;	EV/EBIT (x)	19.48	14.13	12.98	13.51	12.38
iii. Investment alternative.						
	Income statement (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Key risks	Total turnover	23,802	29,888	31,015	31,170	33,258
i. High household debt;	Gross profit	8,176	9,430	9,935	10,279	11,144
ii. Intense competition within the industry.	EBITDA	2,838	3,534	3,802	3,742	4,283
	Depreciation and amortisation	(118)	(269)	(126)	(137)	(150)
Company Profile	Operating profit	2,719	3,265	3,676	3,605	4,133
AP conducts a property developing business, ie townhouses, single-detached homes, and condominiums in residential areas or central business districts with easy access to transportation. It also has designs to match the consumer needs of each group and area.	Net interest	(247)	(367)	(296)	(310)	(295)
	Pre-tax profit	3,645	4,915	4,738	4,670	5,029
	Taxation	(581)	(690)	(691)	(674)	(784)
	Reported net profit	3,068	4,227	4,047	3,995	4,245
	Recurring net profit	3,003	4,227	4,047	3,995	4,245
	Cash flow (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
	Change in working capital	(8,627)	4,319	(2,932)	(1,775)	(3,658)
	Cash flow from operations	(6,326)	12,047	(1,530)	139	(474)
	Capex	(179)	(210)	(136)	(148)	(162)
	Cash flow from investing activities	(126)	728	(136)	(648)	(662)
	Dividends paid	(1,258)	(1,258)	(1,416)	(1,417)	(1,438)
	Cash flow from financing activities	6,071	(10,605)	2,630	1,845	(806)
	Cash at beginning of period	951	570	2,740	3,704	5,039
	Net change in cash	(381)	2,170	964	1,336	(1,942)
	Ending balance cash	570	2,740	3,704	5,039	3,098
	Balance sheet (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
	Total cash and equivalents	570	2,740	3,704	5,039	3,097
	Tangible fixed assets	468	409	409	409	409
	Total assets	58,794	58,724	64,257	69,544	73,276
	Short-term debt	12,680	7,713	8,758	10,150	10,552
	Total long-term debt	14,927	15,221	16,721	17,656	17,771
	Total liabilities	32,498	29,461	32,369	35,079	36,006
	Total equity	26,296	29,263	31,889	34,465	37,270
	Total liabilities & equity	58,794	58,724	64,257	69,544	73,276
	Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
	Revenue growth (%)	(12.7)	25.6	3.8	0.5	6.7
	Recurrent EPS growth (%)	(24.1)	40.7	(4.2)	(1.3)	6.3
	Gross margin (%)	34.3	31.6	32.0	33.0	33.5
	Operating EBITDA margin (%)	11.9	11.8	12.3	12.0	12.9
	Net profit margin (%)	12.9	14.1	13.0	12.8	12.8
	Dividend payout ratio (%)	41.0	29.8	35.0	35.5	33.9
	Capex/sales (%)	0.8	0.7	0.4	0.5	0.5
	Interest cover (x)	11.0	8.9	12.4	11.6	14.0

Source: Company data, RHB

Figure 1: Revision to estimates

		FY21F			FY22F			FY23F		
		Prev	New	% change	Prev	New	% change	Prev	New	% change
Core revenue	THBm	26,990	31,015	+14.9	27,123	31,170	+14.9	33,258	33,258	-
Gross margin	%	32.3	32.0	-0.3	33.2	33.0	-0.2	33.2	33.5	+0.3
Profit sharing from associates	THBm	1,541	1,284	-16.7	1,405	1,297	-7.7	1,030	1,109	+7.7
Net profit	THBm	3,533	4,047	+14.5	3,495	3,995	+14.3	4,086	4,245	+3.9
EPS	THB	1.12	1.29	+14.5	1.11	1.27	+14.3	1.30	1.35	+3.9

Source: RHB

Figure 2: Two low rise projects launched in 1Q21 under the Api Town brand for the company's upcountry project



Source: Company

Figure 3: Three new low rise projects launched in Bangkok during 2Q21 with higher presales progress



Source: Company

Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2021-04-08	Neutral	8.4	8.2
2020-11-10	Buy	8.4	6.9
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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- (1) they do not have any financial interest in the securities or other capital market products of the subject companies mentioned in this report, except for:

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- (2) no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this report.



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ช่วงคะแนน Score	สัญลักษณ์ Rang Number of Logo	ความหมาย	Description
90 - 100		ดีเลิศ	Excellent
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 สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนที่บริษัทจดทะเบียนได้ระบุในแบบแสดงข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดงรายงานข้อมูลประจำปี แบบ (56-1) รายงานประจำปีแบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมีได้เป็นการประเมินการปฏิบัติของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยและมิได้ใช้ข้อมูลภายในเพื่อการประเมิน เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ ปรากฏในผลการประเมินเท่านั้น ดังนั้นผลการประเมินจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวได้อย่างใด