25 DECEMBER 2023

EQUITY RESEARCH - COMPANY REPORT

FINANSIA
FSS INTERNATIONAL INVESTMENT ADVISORY

NOBLE DEVELOPMENT NOBLE TB

THAILAND / PROPERTY DEVELOPMENT

REDUCE

FROM HOLD

TARGET PRICE	THB3.70
CLOSE	THB3.90
UP/DOWNSIDE	-5.1%
PRIOR TP	THB4.70
CHANGE IN TP	-21.3%
TP vs CONSENSUS	-

ขาดปัจจัยบวกท่ามกลางความท้าทาย

- ปรับประมาณการกำไรปี 2023 ขึ้นเป็น 983 ล้านบาท (+116% y-y) แต่ปรับลดปี 2024-2025 เป็น -30% y-y และ +12% y-y ตามลำดับ
- แนวโน้มกำไร 4Q23 คาดหดตัว q-q, y-y ส่วนปี 2024 ท้าทายจากการเน้นขายสต็อก
- ปรับไปใช้ราคาเหมาะสมปี 2024 ที่ 3.70 บาท ราคาหุ้นเต็มมูลค่าแล้ว

ผลประกอบการ 3Q23 เร่งขึ้นจากการขายคอนโด JV 2 แห่งให้ PROUD

กำไรสุทธิ 3Q23 อยู่ที่ 535 ล้านบาท (+378% q-q, +289% y-y) หลักๆจากรายได้และกำไรจากขายคอนโด JV ให้ PROUD รวม 700 ล้านบาท คือโครงการ Nue Cross Khukot และ Nue District R9 อย่างไรก็ดี ผลการดำเนินงานหลักถือว่าทรงตัวต่ำ โดยยอดโอนอยู่ที่ 1.3 พันล้านบาท (+3% q-q, -16% y-y) แม้มีคอนโดสร้างเสร็จใหม่ 1 แห่ง แต่เริ่มโอนในช่วงปลายไตรมาส และเป็นโครงการขนาดเล็ก รวมถึง Sentiment การขายซบเซาจากความไม่แน่นอนการเมือง ขณะที่อัตรากำไรขั้นต้นลดลงจากการทำโปรโมชั่นระบายสต็อก และส่วนแบ่ง JV ขาดทุนมากขึ้นจากค่าใช้จ่ายโครงการเปิดใหม่

ปรับประมาณการปี 2023 ขึ้น 18% แต่ปรับปี 2024-2025 ลง 13%

คาดกำไร 4Q23 ลดลง q-q, y-y จาก 3Q23 ที่มีรายการพิเศษจากการขายโครงการ JV และ 4Q22 มีคอนโดสร้างเสร็จใหม่ 3 โครงการ เทียบกับ 4Q23 ที่เริ่มโอนเพียง 1 แห่ง คือ Nue Noble Fai Chai-Wanglang ทั้งนี้ เราปรับประมาณการกำไรปี 2023 ขึ้น 18% เป็น 983 ล้านบาท (+116% y-y) จากกำไรขายคอนโด JV ให้ PROUD มากกว่าคาด และอัตรากำไรขั้นต้นขายอสังหาฯ 2Q-3Q23 ที่ฟื้น อย่างไรก็ตาม ปรับปี 2024-2025 ลง 13% ต่อปี เป็น 688 ล้านบาท (-30% y-y) และ 770 ล้านบาท (+12% y-y) ตามลำดับ สะท้อนการปรับลดยอดโอนและส่วนแบ่งกำไร JV ด้วยมุมมองระมัดระวัง

ภาพรวมปี 2024 ท้าทาย คอนโดสร้างเสร็จไม่มาก พึ่งพาระบายสต็อก

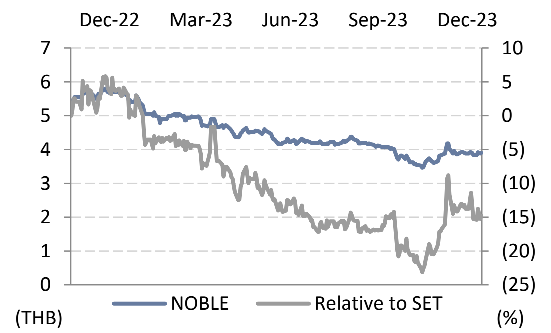
ผลประกอบการปี 2024 ไม่เด่น โดยแผนโอนคอนโดใหม่เป็น NOBLE 2 แห่ง และ JV 2 แห่ง ส่วนที่เหลือพึ่งพาการระบายสต็อกที่มีราว 1 หมื่นล้านบาท คาดใช้กลยุทธ์ด้านราคาเพื่อกระตุ้นยอดขายกดดันให้อัตรากำไรขั้นต้นลดลง ท่ามกลางตลาดอสังหาฯที่ท้าทายจากกำลังซื้อฟื้นตัวช้า, ดอกเบี้ยสูง และธนาคารเข้มงวดต่อการปล่อยสินเชื่อ ขณะที่ลูกค้าจีนที่เป็นกลุ่มต่างชาติหลักในอดีตยังไม่มีสัญญาณฟื้นตัว แต่เน้นขายลูกค้ากลุ่มใหม่อย่างชาวเมียนมาร์และไต้หวัน โดย Backlog ณ สิ้น 3Q23 รองรับคาดการณ์ยอดโอนแล้ว 42% สำหรับฐานะการเงิน ณ สิ้น 3Q23 มี IBD/E สูง 2.3x เทียบกับกลุ่มฯ 1.2x แต่ต่ำกว่า Covenant ที่ 2.5x โดยมีหุ้นกู้ที่ครบกำหนดชำระปีหน้าที่ 2.8 พันล้านบาทซึ่งคาดบางส่วนถูกไถ่ถอนด้วยการออกหุ้นกู้ชุดใหม่ปลายปีนี้

ปรับไปใช้ราคาเหมาะสมปี 2024 ที่ 3.70 บาท ราคาหุ้นเต็มมูลค่าแล้ว

เราปรับไปใช้ราคาเหมาะสมปี 2024 ที่ 3.70 บาท อิง PER 7.4x ใกล้เคียงค่าเฉลี่ย PE2024 ของกลุ่มอสังหาฯ ราคาหุ้นปัจจุบันเต็มมูลค่า ประกอบกับหุ้นขาดความน่าสนใจจากทิศทางกำไร 4Q23 และปี 2024 ที่ไม่สดใส

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	8,215	9,871	9,429	9,885
Net profit	455	983	688	770
EPS (THB)	0.33	0.72	0.50	0.56
vs Consensus (%)	-	51.6	(19.4)	(13.8)
EBITDA	1,161	1,962	1,488	1,585
Recurring net profit	298	720	688	770
Core EPS (THB)	0.22	0.53	0.50	0.56
Chg. In EPS est. (%)	-	65.4	(12.8)	(13.5)
EPS growth (%)	(55.6)	141.8	(4.5)	12.0
Core P/E (x)	17.9	7.4	7.8	6.9
Dividend yield (%)	5.1	9.2	6.4	7.2
EV/EBITDA (x)	14.9	8.9	12.2	11.5
Price/book (x)	0.9	0.8	0.8	0.7
Net debt/Equity (%)	200.4	188.9	189.3	179.9
ROE (%)	5.2	11.6	10.4	11.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(6.7)	(5.3)	(25.0)
Relative to country (%)	(6.1)	2.6	(13.7)

Mkt cap (USD m)	154
3m avg. daily turnover (USD m)	0.1
Free float (%)	51
Major shareholder	Raffles Nominees (Pte) Limited (20%)
12m high/low (THB)	5.90/3.46
Issued shares (m)	1,369.41

Sources: Bloomberg consensus; FSSIA estimates

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Investment thesis

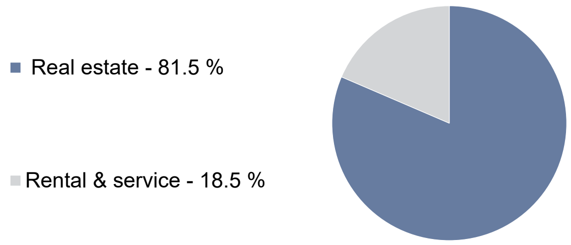
ผลประกอบการ NOBLE เผชิญผลขาดทุนในช่วง 4Q21-2Q22 เนื่องจากขาดสินค้าสร้างเสร็จใหม่ ประกอบกับสต็อกเหลือขายมีน้อย อย่างไรก็ดี เห็นการพลิกเป็นกำไรตั้งแต่ 2H22 ที่มีแผนโอนคอนโดใหม่ ขณะที่ปี 2023 ปรับกลยุทธ์มีการร่วมมือเปิดตัวโครงการ JV และโครงการแนวราบมากขึ้น ซึ่งส่วนใหญ่ยังไม่สามารถรับรู้ได้ในปีนี้ แต่มีปัจจัยบวกจากการบันทึกกำไรพิเศษจากการขายคอนโด JV 2 โครงการให้ PROUD ใน 3Q23 อย่างไรก็ตาม ราคาหุ้นเต็มมูลค่าจากมูลค่าพื้นฐานที่เราประเมิน โดยปัจจุบันซื้อขายบน PE2024 ที่ 7.8x สูงกว่ากลุ่มอสังหาฯที่ 7.4x และหุ้นขาดปัจจัยบวกจากคาดผลประกอบการปี 2024 หดตัว y-y เนื่องจากไม่มีรายการ one-time และอัตรากำไรขั้นต้นลดลง

Company profile

NOBLE ประกอบธุรกิจหลักคือธุรกิจพัฒนาอสังหาริมทรัพย์ประเภทที่อยู่อาศัย ได้แก่ ที่ดินเปล่า บ้านเดี่ยว ทาวน์เฮ้าส์ อาคารชุดพักอาศัยทั้งแนวราบและตึกสูง โดยปี 2019 เป็นจุดเปลี่ยนที่สำคัญที่มีการเปลี่ยนแปลงผู้ถือหุ้นหลัก จากเดิม นายกิตติ ธนากิจอำนวยและ nCrowne Pte. Ltd. เป็น นายธงชัย บุศราพันธ์ และ nCrowne Pte. Ltd. ส่งผลให้มีการเปลี่ยนแปลงด้านกลยุทธ์การดำเนินธุรกิจ

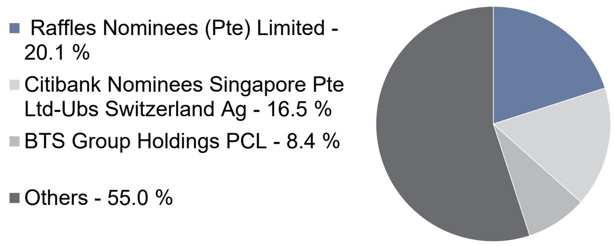
www.noblehome.com

Principal activities (revenue, 2022)



Source: Noble Development

Major shareholders



Source: Noble Development

Catalysts

ปัจจัยบวกต่อราคาหุ้นคือ 1) ความสำเร็จของการเปิดโครงการใหม่ 2) แผนการเปิดโครงการใหม่เชิงรุก 3) ยอดขายจากต่างชาติฟื้นตัวเร็ว

Risks to our call

ความเสี่ยง 1) การเปิดโครงการใหม่และอัตราการขายโครงการต่ำกว่าคาด 2) การโอนคอนโดใหม่ล่าช้ากว่าแผน 3) เศรษฐกิจฟื้นตัวช้า 4) ดอกเบี้ยขาขึ้นกระทบกำลังซื้อ 5) อัตราการปฏิเสธสินเชื่อจากธนาคารและยอดยกเลิกจากลูกค้าสูงขึ้น 6) การก่อสร้างล่าช้าและการขาดแคลนแรงงาน และ 7) การแข่งขันรุนแรง

Event calendar

Date	Event
February 2024	4Q23 results announcement

Key assumptions

	2023E	2024E	2025E
Transfer revenue (THB m)	6,371	6,429	7,385
Service income (THB m)	3,500	3,000	2,500
Property GPM (%)	30.8	30.0	30.0
GPM (%)	25.6	25.2	26.2
SG&A to revenue (%)	16.4	17.7	18.3

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in transfers, we estimate 2024 net profit to rise by 7%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2024 net profit to rise by 3.7%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to revenue, we estimate 2024 net profit to fall by 5.5%, and vice versa, all else being equal

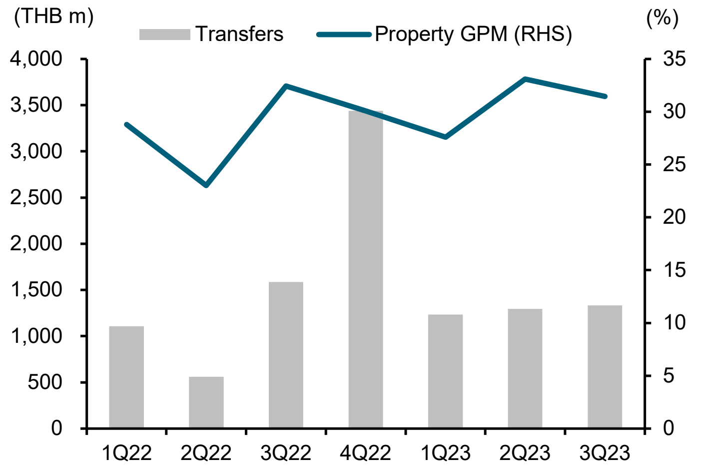
Source: FSSIA estimates

Exhibit 1: NOBLE – 3Q23 operations summary

	3Q22 (THB m)	4Q22 (THB m)	1Q23 (THB m)	2Q23 (THB m)	3Q23 (THB m)	------------- Change ------------ (q-q%)	(y-y%)
Total revenue	2,036	3,815	1,955	2,213	2,388	*7.9*	*17.3*
Gross profit	536	1,025	454	547	636	*16.2*	*18.7*
SG&A	376	574	350	371	381	*2.6*	*1.2*
Operating profit	160	450	104	176	256	*44.8*	*60.0*
Interest expense	87	107	120	119	115	*(3.0)*	*33.1*
Tax expense	46	97	32	22	167	*642.1*	*266.4*
Associates	(46)	(49)	(61)	(56)	(104)	*na*	*na*
Reported net profit	137	338	73	112	535	*378.1*	*289.1*
Normalised profit	139	328	71	108	277	*155.9*	*99.9*
Key ratios (%)						***(ppt)***	***(ppt)***
Gross margin	26.3	26.9	23.2	24.7	26.6	*1.9*	*0.3*
SG&A / Sales	18.5	15.1	17.9	16.8	15.9	*(0.8)*	*(2.5)*
Operating margin	7.8	11.8	5.3	8.0	10.7	*2.7*	*2.9*
Net profit margin	6.7	8.9	3.7	5.1	22.4	*17.3*	*15.6*
Normalised profit margin	6.8	8.6	3.6	4.9	11.6	*6.7*	*4.8*
Revenue breakdown							
Residential	1,585	3,440	1,233	1,294	1,333	*3.0*	*(15.9)*
Rental & services	451	375	722	919	1055	*14.8*	*134.0*
Gross margin by business							
Residential	32.4	30.1	27.6	33.1	31.4	*(1.7)*	*(1.0)*
Rental & services	4.7	(2.7)	15.8	12.9	20.6	*7.6*	*15.8*

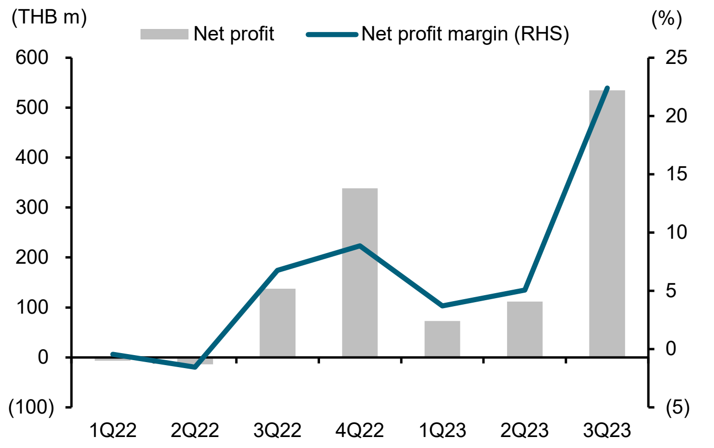
Sources: NOBLE; FSSIA's compilation

Exhibit 2: Quarterly transfers and property GPM



Sources: NOBLE; FSSIA's compilation

Exhibit 3: Quarterly core profit and normalised profit margin



Sources: NOBLE; FSSIA's compilation

Exhibit 4: New projects in 2023

No.	Project	Product	%	Total Value (MB)	Expected Launch	Expected Transfer	Remarks
1	Nue Core Khu Khot Station	CD Low Rise	50%	2,400	1Q'23	4Q'24	Launched
2	Nue Hybe Suksawat	Townhouse	50%	1,600	1Q'23	2Q'23	Launched
3	Noble Away Cha-Am	Land Plots	100%	300	3Q'23	3Q'23-1Q'24	Launched
4	Noble Terra Rama9-Ekamai	Single Detach House	100%	1,400	3Q'23	3Q'23	Launched
5	Noble Aqua Riverfront Ratburana	Single Detach House	50%	1,900	3Q'23	3Q'23	Launched
6	The Embassy Wireless	CD High Rise	26%	9,500	4Q'23	4Q'27	Launched
7	Nue Verse Krungthep Kreetha	Townhouse	100%	1,800	4Q'23	4Q'23	
8	Noble Norse Krungthep Kreetha	Single Detach House	100%	1,300	4Q'23	4Q'23	
	Total Projects in 2023			20,200			

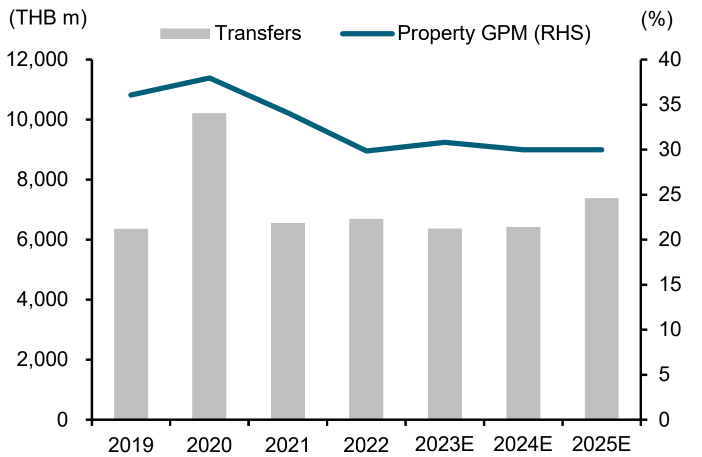
Source: NOBLE

Exhibit 5: Key assumptions for NOBLE

	---- Current ----			---- Previous ----			---- Change ----		
	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (%)	2024E (%)	2025E (%)
Total revenue (THB m)	9,871	9,429	9,885	9,777	10,660	10,620	1	(12)	(7)
- Transfers	6,371	6,429	7,385	6,777	7,660	8,620	(6)	(16)	(14)
- Management fees	3,500	3,000	2,500	3,000	3,000	2,000	17	0	25
Property gross margin (%)	30.8	30.0	30.0	28.5	29.0	29.0	2.3	1.0	1.0
Gross margin (%)	25.6	25.2	26.2	22.8	23.7	25.4	2.7	1.6	0.8
SG&A to revenue (%)	16.4	17.7	18.3	16.4	16.0	17.3	(0.0)	1.7	1.0
Interest expense (THB m)	468	481	492	461	470	471	1	2	4
Associates (THB m)	(307)	65	95	(96)	110	177	na	(41)	(46)
Core profit (THB m)	720	688	770	436	789	890	65	(13)	(13)
Net profit (THB m)	983	688	770	836	789	890	18	(13)	(13)

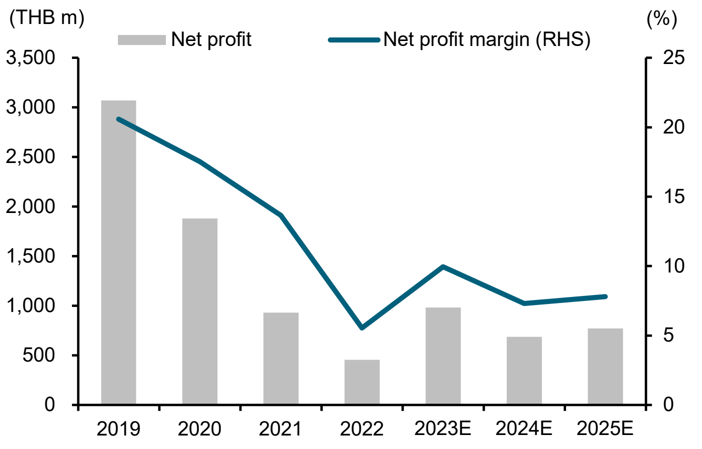
Source: FSSIA estimates

Exhibit 6: Yearly transfers and property GPM



Sources: NOBLE; FSSIA estimates

Exhibit 7: Yearly net profit and net profit margin



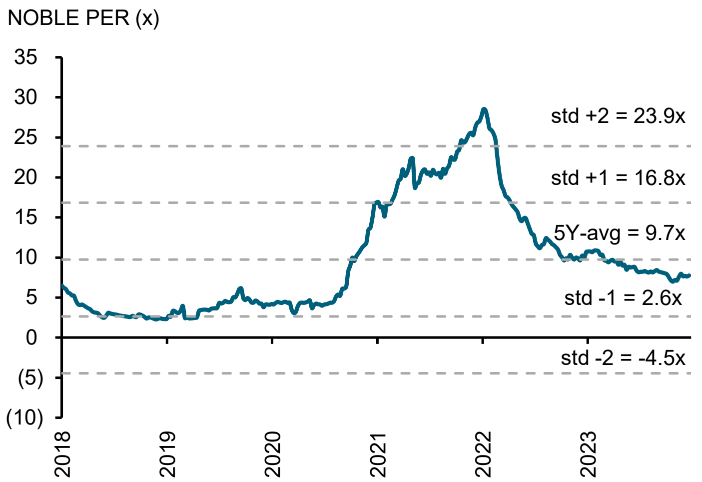
Sources: NOBLE; FSSIA estimates

Exhibit 8: Value of expected transfers by condo project

Transfer	Project	Value (THB m)	*% Sold (%)*
3Q23	Nue Z-Square Suan Luang Station	700	*35*
4Q23	Nue Noble Fai Chai-Wanglang	1,120	*70*
1Q24	Nue Noble Ratchada-Lat Phrao (JV)	2,000	*88*
2Q24	Nue Connex Condo Don Mueang	2,370	*40*
4Q24	Noble Form Thonglor	5,230	39
	Nue Core Khukhot Station (JV)	2,400	*81*
1Q25	Nue Mega Plus Bangna	3,100	*72*
4Q25	Noble Create (JV)	4,250	*39*
	Nue Riverest Ratburana (JV)	4,680	*45*
	Nue Evo Ari	3,000	*62*

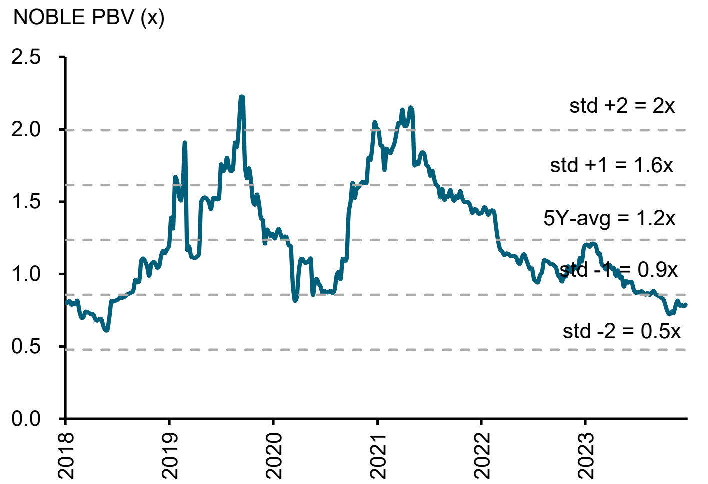
Source: NOBLE

Exhibit 9: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 10: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 11: Peer comparisons as of 22 December 2023

Company	BBG	Rec	Rec profit growth		-------- PE -------		------ DivYld ------		------- ROE --------		------- PBV --------		PE
			23E	24E	23E	24E	23E	24E	23E	24E	23E	24E	5Y-avg
			(%)	(%)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)	(x)
Thailand													
Assetwise	ASW TB	BUY	16.4	45.2	9.3	6.7	6.3	6.3	13.8	18.1	1.2	1.1	8.9
Noble Development	NOBLE TB	REDUCE	46.2	81.2	12.3	6.8	7.8	8.1	7.1	12.1	0.8	0.8	9.7
SC Asset Corp	SC TB	BUY	(8.7)	5.8	5.6	5.3	7.8	7.8	10.6	10.5	0.6	0.5	6.3
Supalai	SPALI TB	BUY	(22.5)	4.4	5.6	5.3	7.2	7.2	13.1	12.6	0.7	0.7	7.0
Sansiri	SIRI TB	BUY	23.0	(5.4)	6.0	6.4	10.0	8.3	11.1	9.8	0.6	0.6	7.7
AP Thailand	AP TB	BUY	6.8	2.8	5.6	5.4	6.3	6.4	16.2	15.0	0.9	0.8	5.8
Britania	BRI TB	BUY	26.3	1.9	5.5	5.4	8.4	8.4	25.2	22.4	1.3	1.1	7.1
Origin Property	ORI TB	BUY	(3.9)	14.6	8.3	7.2	8.3	8.3	13.5	14.6	1.1	1.0	8.6
Land & Houses	LH TB	n/a	(14)	6	13.7	12.6	6.9	6.9	13.7	14.1	1.8	1.8	13.1
LPN Development	LPN TB	n/a	(16)	12	11.2	9.9	5.0	5.6	4.2	4.6	0.5	0.5	11.1
Pruksa Holding	PSH TB	n/a	(19)	2	11.7	11.8	7.1	6.6	5.4	5.0	0.6	0.6	8.9
Quality Houses	QH TB	n/a	6	4	9.7	9.3	6.6	6.8	8.7	8.8	0.8	0.8	10.6
Average			**(5)**	**6**	**8.7**	**7.7**	**7.3**	**7.2**	**11.9**	**12.3**	**0.9**	**0.9**	**8.7**

Sources: Bloomberg; FSSIA estimates

Financial Statements

Noble Development

Profit and Loss (THB m) Year Ending	2021	2022	2023E	2024E	2025E
Revenue	6,827	8,215	9,871	9,429	9,885
Cost of goods sold	(4,572)	(6,130)	(7,349)	(7,050)	(7,295)
Gross profit	**2,255**	**2,086**	**2,522**	**2,379**	**2,591**
Other operating income	593	463	850	550	550
Operating costs	(1,668)	(1,595)	(1,620)	(1,669)	(1,804)
Operating EBITDA	**1,321**	**1,161**	**1,962**	**1,488**	**1,585**
Depreciation	(141)	(207)	(210)	(228)	(249)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	**1,181**	**954**	**1,752**	**1,260**	**1,336**
Net financing costs	(245)	(360)	(468)	(481)	(492)
Associates	(19)	(154)	(307)	65	95
Recurring non-operating income	(19)	(154)	(307)	65	95
Non-recurring items	260	157	263	0	0
Profit before tax	**1,177**	**597**	**1,240**	**844**	**939**
Tax	(245)	(142)	(257)	(156)	(169)
Profit after tax	**932**	**455**	**983**	**688**	**770**
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	**932**	**455**	**983**	**688**	**770**
Non-recurring items & goodwill (net)	**(260)**	**(157)**	**(263)**	**0**	**0**
Recurring net profit	**672**	**298**	**720**	**688**	**770**
Per share (THB)					
Recurring EPS *	0.49	0.22	0.53	0.50	0.56
Reported EPS	0.68	0.33	0.72	0.50	0.56
DPS	0.43	0.20	0.36	0.25	0.28
Diluted shares (used to calculate per share data)	1,369	1,369	1,369	1,369	1,369
Growth					
Revenue (%)	(36.3)	20.3	20.2	(4.5)	4.8
Operating EBITDA (%)	(49.9)	(12.1)	69.1	(24.2)	6.5
Operating EBIT (%)	(53.7)	(19.2)	83.7	(28.1)	6.0
Recurring EPS (%)	(62.5)	(55.6)	141.8	(4.5)	12.0
Reported EPS (%)	(50.4)	(51.2)	116.1	(30.0)	12.0
Operating performance					
Gross margin inc. depreciation (%)	33.0	25.4	25.6	25.2	26.2
Gross margin exc. depreciation (%)	35.1	27.9	27.7	27.6	28.7
Operating EBITDA margin (%)	19.3	14.1	19.9	15.8	16.0
Operating EBIT margin (%)	17.3	11.6	17.7	13.4	13.5
Net margin (%)	9.8	3.6	7.3	7.3	7.8
Effective tax rate (%)	20.8	23.8	20.7	18.5	18.0
Dividend payout on recurring profit (%)	87.7	91.9	68.2	50.0	50.0
Interest cover (X)	4.7	2.2	3.1	2.8	2.9
Inventory days	1,134.9	863.7	732.9	809.5	818.2
Debtor days	44.5	112.3	125.0	112.1	107.0
Creditor days	87.1	81.1	67.3	57.8	55.7
Operating ROIC (%)	8.0	5.3	9.0	6.3	6.4
ROIC (%)	6.3	3.8	6.3	5.5	5.7
ROE (%)	11.7	5.2	11.6	10.4	11.1
ROA (%)	4.4	2.7	4.9	4.7	4.9

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2021	2022	2023E	2024E	2025E
Real estate	6,563	6,692	6,371	6,429	7,385
Rental & service	264	1,523	3,500	3,000	2,500
Land sales	0	0	0	0	0

Sources: Noble Development; FSSIA estimates

Financial Statements

Noble Development

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	672	298	720	688	770
Depreciation	141	207	210	228	249
Associates & minorities	-	-	-	-	-
Other non-cash items	260	157	263	0	0
Change in working capital	(2,445)	(2,656)	61	(996)	(421)
Cash flow from operations	**(1,373)**	**(1,994)**	**1,254**	**(80)**	**598**
Capex - maintenance	-	-	-	-	-
Capex - new investment	(500)	(569)	(1,009)	(251)	(270)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
Cash flow from investing	**(500)**	**(569)**	**(1,009)**	**(251)**	**(270)**
Dividends paid	(589)	(274)	(491)	(344)	(385)
Equity finance	(4)	(31)	0	0	0
Debt finance	2,650	1,892	(284)	620	20
Other financing cash flows	-	-	-	-	-
Cash flow from financing	**2,058**	**1,587**	**(775)**	**276**	**(365)**
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	1,303	0	0	0
Net other adjustments	**(575)**	**1,303**	**0**	**0**	**0**
Movement in cash	**(391)**	**327**	**(530)**	**(55)**	**(37)**
Free cash flow to firm (FCFF)	(1,628.55)	(2,203.73)	713.67	149.90	819.65
Free cash flow to equity (FCFE)	201.92	631.63	(38.28)	289.00	**347.55**
Per share (THB)					
FCFF per share	(1.19)	(1.61)	0.52	0.11	0.60
FCFE per share	0.15	0.46	(0.03)	0.21	0.25
Recurring cash flow per share	0.78	0.48	0.87	0.67	0.74

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	510	497	571	656	755
Less: Accumulated depreciation	(283)	(339)	(414)	(490)	(582)
Tangible fixed assets (net)	**228**	**158**	**157**	**167**	**173**
Intangible fixed assets (net)	**1,186**	**1,089**	**1,083**	**1,083**	**1,083**
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	200	211	942	955	969
Cash & equivalents	1,478	1,805	1,275	1,220	1,183
A/C receivable	1,258	3,797	2,961	2,829	2,966
Inventories	13,992	14,037	14,629	15,629	15,959
Other current assets	244	245	296	283	356
Current assets	**16,972**	**19,885**	**19,161**	**19,960**	**20,464**
Other assets	1,694	1,154	1,250	1,275	1,303
Total assets	**20,280**	**22,497**	**22,594**	**23,441**	**23,992**
Common equity	5,627	5,941	6,433	6,777	7,162
Minorities etc.	1	1	1	1	1
Total shareholders' equity	**5,628**	**5,942**	**6,434**	**6,778**	**7,163**
Long term debt	7,266	8,263	7,934	8,373	8,392
Other long-term liabilities	81	161	147	141	182
Long-term liabilities	**7,346**	**8,424**	**8,081**	**8,514**	**8,574**
A/C payable	1,103	1,529	1,102	1,057	1,094
Short term debt	4,556	5,451	5,496	5,677	5,678
Other current liabilities	1,647	1,151	1,481	1,414	1,483
Current liabilities	**7,306**	**8,130**	**8,079**	**8,149**	**8,255**
Total liabilities and shareholders' equity	**20,280**	**22,496**	**22,594**	**23,441**	**23,992**
Net working capital	12,744	15,401	15,303	16,268	16,704
Invested capital	16,052	18,012	18,735	19,748	20,232
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	4.11	4.34	4.70	4.95	5.23
Tangible book value per share	3.24	3.54	3.91	4.16	4.44
Financial strength					
Net debt/equity (%)	183.8	200.4	188.9	189.3	179.9
Net debt/total assets (%)	51.0	52.9	53.8	54.7	53.7
Current ratio (x)	2.3	2.4	2.4	2.4	2.5
CF interest cover (x)	3.9	4.3	3.1	2.1	2.3

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	**8.0**	**17.9**	**7.4**	**7.8**	**6.9**
Recurring P/E @ target price (x) *	**7.5**	**17.0**	**7.0**	**7.4**	**6.6**
Reported P/E (x)	5.7	11.7	5.4	7.8	6.9
Dividend yield (%)	11.0	5.1	9.2	6.4	7.2
Price/book (x)	0.9	0.9	0.8	0.8	0.7
Price/tangible book (x)	1.2	1.1	1.0	0.9	0.9
EV/EBITDA (x) **	11.9	14.9	8.9	12.2	11.5
EV/EBITDA @ target price (x) **	11.7	14.6	8.8	12.0	11.3
EV/invested capital (x)	1.0	1.0	0.9	0.9	0.9

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

Sources: Noble Development; FSSIA estimates

Noble Development PCL (NOBLE TB)

FSSIA ESG rating

★★

30.88 /100

Exhibit 12: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★	**>19-39**	**Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.**
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Source: FSSIA estimates

Exhibit 13: ESG – peer comparison

	FSSIA	------------------ Domestic ratings	----------------------					------------------------------- Global ratings	------------------------					--- Bloomberg ---	
	ESG score	DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
AP	53.36	--	Y	Y	5.00	5.00	Certified	Low	43.30	--	--	16.91	24.00	1.89	34.26
BRI	16.00	--	--	--	4.00	4.00	Declared	--	--	--	--	--	--	--	--
NOBLE	30.88	--	Y	Y	5.00	5.00	Certified	--	--	--	--	--	7.00	--	--
ORI	53.22	--	Y	Y	5.00	5.00	Certified	Medium	41.33	--	--	48.60	--	3.82	52.01
SC	60.14	--	Y	Y	5.00	4.00	Certified	Low	45.20	--	--	70.85	25.00	2.34	42.60

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 14: ESG disclosure from the company's one report

FY ending Dec 31	FY 2022
Environmental	
Climate change policy	Yes
Climate change opportunities discussed	--
GHG scope 2 location-based policy	Yes
Biodiversity policy	Yes
Energy efficiency policy	Yes
Electricity used	318,812
Fuel used - crude oil/diesel	--
Waste reduction policy	Yes
Water policy	Yes
Water consumption	1,147
Social	
Human rights policy	Yes
Policy against child labor	Yes
Quality assurance and recall policy	Yes
Consumer data protection policy	Yes
Equal opportunity policy	Yes
Gender pay gap breakout	--
Pct women in workforce	60.54
Business ethics policy	Yes
Anti-bribery ethics policy	Yes
Health and safety policy	Yes
Lost time incident rate - employees	--
Training policy	Yes
Fair remuneration policy	Yes
Number of employees - CSR	--
Total hours spent by firm - employee training	8,004
Social supply chain management	--

FY ending Dec 31	FY 2022
Governance	
Board size / Independent directors (ID) / Female	**10 / 5 / 1**
No. of board meetings for the year / % attendance	9 / 94.44%
Company conducts board evaluations	Yes
Number of non-executive directors on board	6
Director share ownership guidelines	No
Board age limit	No
Age of the youngest / oldest director	46 / 63
Number of executives / female	7 / 1
Executive share ownership guidelines	No
Size of audit committee / ID	**4 / 4**
Audit committee meetings	8
Audit committee meeting attendance (%)	100
Size of compensation committee	**4 / 4**
Number of compensation committee meetings	2
Compensation committee meeting attendance (%)	100
Size of nomination committee / ID	**4 / 4**
Number of nomination committee meetings	2
Nomination committee meeting attendance (%)	100
Board compensation (THB m)	4.3
Auditor fee (THB m)	3.87
(PricewaterhouseCoopers ABAS Ltd.)	

Source: FSSIA's compilation

Disclaimer for ESG scoring

<table>
<tr><th>ESG score</th><th>Methodology</th><th>Rating</th></tr>
<tr><td>The Dow Jones Sustainability Indices (DJSI) By S&P Global</td><td>The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.</td><td>Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.</td></tr>
<tr><td>Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)</td><td>THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually.
Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.</td><td>To be eligible for THSI inclusion, verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.
SETTHSI Index is extended from the THSI companies whose 1) market capitalization > 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.</td></tr>
<tr><td>CG Score by Thai Institute of Directors Association (Thai IOD)</td><td>An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.</td><td>Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).</td></tr>
<tr><td>AGM level By Thai Investors Association (TIA) with support from the SEC</td><td>It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. 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 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.)</td><td>The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.</td></tr>
<tr><td>Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)</td><td>The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years.
(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</td><td>The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.</td></tr>
<tr><td>Morningstar Sustainalytics</td><td>The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</td><td>A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.<table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table></td></tr>
<tr><td>ESG Book</td><td>The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.</td><td>The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.</td></tr>
<tr><td>MSCI</td><td colspan="2">MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers.<table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="2">Leader:</td><td rowspan="2">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BBB</td><td>4.286-5.713</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td><td rowspan="2">Laggard:</td><td rowspan="2">lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr><tr><td>CCC</td><td>0.000-1.428</td></tr></table></td></tr>
<tr><td>Moody's ESG solutions</td><td colspan="2">Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.</td></tr>
<tr><td>Refinitiv ESG rating</td><td colspan="2">Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. (Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</td></tr>
<tr><td>S&P Global</td><td colspan="2">The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.</td></tr>
<tr><td>Bloomberg</td><td>ESG Score</td><td>Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.</td></tr>
<tr><td>Bloomberg</td><td>ESG Disclosure Score</td><td>Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.</td></tr>
</table>

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**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

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Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

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 Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

Company	Ticker	Price	Rating	Valuation & Risks
Noble Development	NOBLE TB	THB 3.90	REDUCE	Downside risks to our P/E-based TP include 1) weaker-than-expected purchasing power; 2) cancellation of presales; 3) bank loan rejections; 4) delays in construction work and transfers; and 5) fierce competition. An upside risk would be 1) a stronger-than-expected presales; and 2) a sooner-than-expected overseas buyer recovery.
Assetwise	ASW TB	THB 8.30	BUY	Downside risks to our P/E-based TP include 1) slower backlog realization than planned and a delay in new condo transfers, 2) lower new project launches than planned, 3) a lower-than-expected take-up rate of new projects, 4) a slowdown in the economy and purchasing power, 5) a construction delay and fierce competition, and 6) a higher rejection and cancellation rate.
SC Asset Corporation	SC TB	THB 3.16	BUY	Downside risks to our P/E-based TP include 1) weaker-than-expected take-up rates of new launches; 2) weak purchasing power; 3) cancellation of presales; 4) bank loan rejections; and 5) construction delays.
Supalai	SPALI TB	THB 18.10	BUY	Downside risks to our P/E derived TP are cost overruns; delays or poor receptions for new launches; presale cancellations; inability of homebuyers to obtain mortgage financing; and weak take-up rates and reduced pricing power from rising competition.
Sansiri	SIRI TB	THB 1.75	BUY	Downside risks to our P/E-based TP include 1) weaker-than-expected take-up rates of new launches; 2) rising competition; 3) construction delays and increasing raw material prices; 4) the impact of the expiration of loan-to-value (LTV) limit easing; and 5) a high level of IBD/E.
AP (Thailand)	AP TB	THB 11.10	BUY	Downside risks to our P/E-based TP include 1) a higher-than-expected slowdown in the low-rise market; 2) lower-than-expected new launches and take-up rates; 3) a slow economic recovery; 4) an impact from the interest rate uptrend on purchasing power; 5) a higher rejection rate and customer cancellation; 6) construction delay and labor shortages; and 7) fierce competition.
Britania	BRI TB	THB 8.60	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 8.45	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.

All share prices are as at market close on 22-Dec-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.