

PLEASE CLICK ON THE PAGE NUMBER TO MOVE TO THE RELEVANT PAGE.

### KEY HIGHLIGHTS

Sector

#### Industrial Estate

Robust revenue to continue in 2Q24 and peak in 2H24.

Page 2

### KEY INDICES

| Symbol              | Close     | Chg     | %Chg   |
|---------------------|-----------|---------|--------|
| SET                 | 1,298.29  | (5.53)  | (0.42) |
| SET50               | 807.17    | (3.92)  | (0.48) |
| Value (Btm) - SET   | 35,273    |         |        |
| <b>Top 5 Sector</b> |           |         |        |
| BANK                | 350.50    | 0.07    | 0.02   |
| PETRO               | 580.37    | (0.11)  | (0.02) |
| PROP                | 196.86    | (1.16)  | (0.59) |
| ENERG               | 18,131.88 | (83.57) | (0.46) |
| ICT                 | 154.08    | 0.80    | 0.52   |

Source: Bloomberg

### TOP VOLUME

| Symbol | Close (Baht) | +/-(% Chg) | 5-day ADT (BTm) |
|--------|--------------|------------|-----------------|
| DELTA  | 87.25        | (0.29)     | 1,772.5         |
| CPALL  | 54.25        | (1.81)     | 1,386.6         |
| AOT    | 60.75        | (1.22)     | 1,362.5         |
| KBANK  | 124.50       | 0.00       | 2,034.2         |
| BDMS   | 26.00        | 0.97       | 1,398.1         |

### TOP GAINERS

| Symbol | Close (Baht) | +/-(% Chg) | 5-day ADT (BTm) |
|--------|--------------|------------|-----------------|
| AS     | 3.06         | 30.77      | 20.9            |
| TFI    | 0.08         | 14.29      | 0.1             |
| GSC    | 1.40         | 12.00      | 0.0             |
| KTMS   | 2.30         | 10.58      | 0.4             |
| TGPRO  | 0.11         | 10.00      | 0.2             |

### TOP LOSERS

| Symbol | Close (Baht) | +/-(% Chg) | 5-day ADT (BTm) |
|--------|--------------|------------|-----------------|
| NRF    | 1.45         | (30.29)    | 84.6            |
| OCC    | 9.85         | (22.44)    | 0.0             |
| STOWER | 0.06         | (14.29)    | 0.1             |
| ARIN   | 1.29         | (12.84)    | 0.1             |
| SBNEXT | 0.22         | (12.00)    | 5.7             |

\*ADT: Average daily turnover

### KEY STATISTICS

| Commodity        | Current Price | %Chg  |        |       |
|------------------|---------------|-------|--------|-------|
|                  |               | 1m    | 3M     | YTD   |
| Brent crude*     | 85.6          | 3.5   | 2.0    | 12.4  |
| Dubai crude*     | 85.1          | 1.5   | (1.5)  | 11.2  |
| Baltic Dry Index | 1,943.0       | 6.2   | (13.3) | (7.2) |
| Gold Spot***     | 2,364.4       | (2.3) | 8.4    | 14.6  |

\*(US\$/bbl), \*\*\* (US\$/toz)

### FOREIGN PORTFOLIO INVESTMENT IN EQUITIES (THAILAND)

| Day (Mil US\$) | MTD Net (Mil US\$) | YTD Net (Mil US\$) | YTD Net YoY% |
|----------------|--------------------|--------------------|--------------|
| (53.3)         | (668.7)            | (2,949.4)          | (4,786.9)    |

Source: Bloomberg

Foreign Exchange Rate - THB/US\$ (onshore) = 36.74

Interest Rate (%) - TH 1-day RP = 1.50

Thai Lending Rate (%)\* - MLR = 7.10

SECTOR UPDATE

Industrial Estate – Thailand

Robust Revenue To Continue In 2Q24 And Peak In 2H24

Based on our checks with AMATA and WHA, both are confident about 2Q24, expecting an increase in land sales yoy and qoq. The data centre industry is emerging as a new trend, driving higher demand for industrial estate players. Looking ahead, we believe the revenue for 2H24 will peak due to seasonal factors. We maintain our OVERWEIGHT rating on the sector with WHA as our top pick.

WHAT'S NEW

- Remaining optimistic about land pre-sales sentiment in 2Q24.** From our channel checks with Amata Corporation (AMATA) and WHA Corporation (WHA), both managements are still confident about the positive sentiment of land pre-sales in 2Q24, and expect it to increase both yoy and qoq. In terms of land transfers, we also expect WHA to see strong land transfers due to a strong backlog in its pipeline, which is around 1,087 rai in Thailand and Vietnam. Normally the company can convert land pre-sales to land transfers only 1-3 quarters. Conversely, AMATA is likely to experience strong land transfers in 2H24 due to seasonality. Based on the information from Board of Investment (BOI), we believe that industries expected to contribute to these land sales include data centre, electronics, automobiles, and electric vehicle (EV) suppliers.
- Expect 2024 land pre-sales target to be revised up.** Due to robust demand for land pre-sales since 1Q24, we believe companies could increase their land pre-sales targets for 2024. WHA has set a land pre-sales target of 2,750 rai and had achieved 30% of this in 1Q24. Hence, WHA now intends to increase its full-year target by 500 rai to 3,250 rai (+17% yoy). AMATA's 2024 land pre-sales target is around 1,800 rai, and the company has already achieved 20% of this in 1Q24. AMATA is monitoring sentiment in 2Q24, and does not have any immediate plans to revise its land pre-sales targets.
- Thai IE players more attractive due to new BOI incentives.** In Jun 24, the Thailand Board of Investment (BOI) approved eight large projects worth Bt57.0b, including a bio-ethylene plant by Brazil's Braskem, data centres, power plants, and a major hospital. BOI also approved a new investment promotion category for EV batteries and energy storage systems, enhancing the BOI's EV supply chain policy and incentives. Regarding this investment, we believe the BOI's incentives and support mechanisms would significantly enhance the attractiveness of Thailand's industrial estates to investors.
- Expanding data centre market will benefit AMATA and WHA.** We note that Amazon Web Service has already invested in AMATA City Rayong and WHA with a capacity size of 12 MW each. From capacity of 30-50 MW, customers would need area of 50-100 rai. We believe this would benefit AMATA and WHA in terms of demand for land pre-sales. In addition, in May 24, Microsoft announced plans to establish new cloud and AI infrastructure in Thailand, offering AI skilling opportunities to over 100,000 people, and supporting the nation's burgeoning developer community.

PEER COMPARISON

| Company  | Rec. | Last Price (Bt) | Target Price (Bt) | Upside Downside (%) | Market Cap (US\$m) | Net Profit 2024F (Btm) | Net Profit 2025F (Bt m) | PE 2024F (x) | PE 2025F (x) | Net EPS Growth 2024F(%) | P/B 2024F (x) | Yield 2024F (%) | ROE 2024F (%) |
|----------|------|-----------------|-------------------|---------------------|--------------------|------------------------|-------------------------|--------------|--------------|-------------------------|---------------|-----------------|---------------|
| AMATA TB | BUY  | 22.10           | 30.00             | 35.7                | 705                | 2,285                  | 2,640                   | 10.3         | 8.9          | 21.2                    | 1.1           | 4.5             | 8.6           |
| WHA TB   | BUY  | 5.35            | 6.00              | 12.1                | 2,219              | 5,225                  | 5,784                   | 15.3         | 13.8         | 17.5                    | 2.5           | 3.4             | 14.3          |
| Sector   |      |                 |                   |                     | 2,925              | 7,510                  | 8,424                   | 14.1         | 12.6         | 18.4                    | 2.2           | 3.7             | 12.9          |

Source: UOB Kay Hian,

OVERWEIGHT

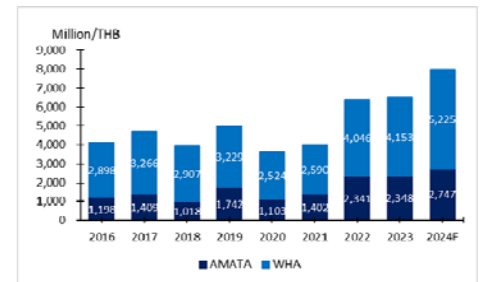
(Maintained)

TOP PICK

| Company | Rec | Share price (Bt) | Target price (Bt) |
|---------|-----|------------------|-------------------|
| WHA     | BUY | 5.10             | 6.00              |

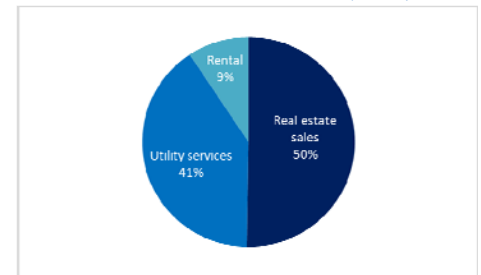
Source: Bloomberg, UOB Kay Hian

YEARLY NET PROFIT OUTLOOK



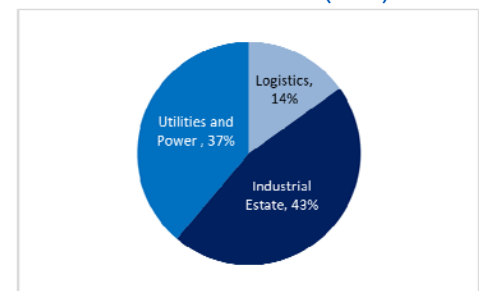
Source: AMATA, WHA, UOB Kay Hian

REVENUE BREAKDOWN OF AMATA (2024F)



Source: AMATA, UOB Kay Hian

REVENUE BREAKDOWN OF WHA (2024F)



Source: WHA, UOB Kay Hian

ANALYST(S)

**Tanaporn Visaruthaphong**  
 +662 659 8305  
 tanaporn@uobkayhian.co.th

ASSISTANT ANALYST

**Thachasorn Jutaganon**

**ACTION**

- **Maintain OVERWEIGHT on the sector with WHA as our top pick.** We anticipate a strong performance from the industrial estate sector in 2024, driven by several factors. Firstly, the resumption of travel from Chinese tourists is expected to boost land sales. Additionally, the relocation of investors from China to Thailand and Vietnam presents a significant opportunity for growth. Furthermore, the increasing interest in EVs is attracting more investors to the sector. Among the companies in the industrial estate sector, our top pick is WHA. We expect the company to officially announce its new land sales target after its 2Q24 results. WHA now intends to increase its full-year target by 500 rai to 3,250 rai (+17% yoy). The customers of 500 rai might be from the data centre industry. We believe raising land sales would positively impact share price.

**EARNINGS REVISION**

- **WHA:** As WHA announced the voting against of shareholders of WHA Prmm Grwth Frhld nd Lshld RI stt nvs (WHART), we expect to revise earnings down. We believe if this situation happens, revenue would be impacted by around Bt1.8b. This would pressure bottom line by about Bt460m or 10%. However, we maintain our earnings forecast for 2024 as we are waiting for WHA to announce its new land sales target, which should happen soon.

**VALUATION**

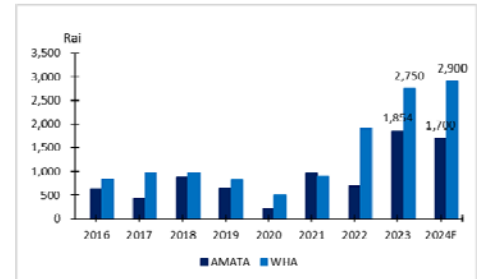
- **AMATA: Maintain BUY with a target price of Bt30.00.** Our target price is based on the SOTP methodology, where we value its investment in associate companies at Bt15.00/share pegged to 2024F PE of 23x (average PE of the power industry in Thailand) and its core business at Bt12.00/share based on 12x 2024F PE (average PE of the industrial estate industry in Thailand). We maintain BUY on AMATA as we expect its core earnings to remain strong in 2023, mainly supported by strong land sales and land transfers.

- **WHA: Maintain BUY with a target price of Bt6.00.** Our target price is based on the SOTP methodology, where we value its investment in associate companies at Bt1.40/share pegged to 2024F PE of 18x (average PE of power industry in Thailand) and its core business at Bt4.90/share based on 2024F PE of 17x (average PE of industrial estate business in Thailand). Due to better-than-expected sentiment of land sales and strong demand in the EV industry, we maintain BUY on WHA. We also expect WHA's earnings to continuously improve in 2024.

**SECTOR CATALYSTS**

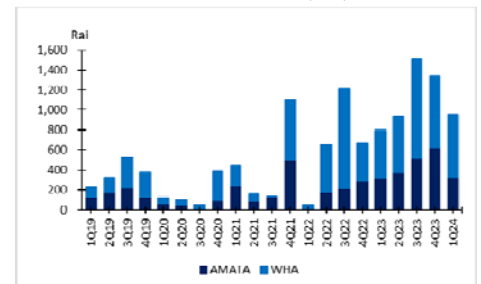
- a) Higher-than-expected volume of land sales, b) the government's stimulus package for the tourism industry, c) higher FDI, BOI, and GDP, and d) progress of the Eastern Economic Corridor project.

**YEARLY LAND PRE-SALES (RAI)**



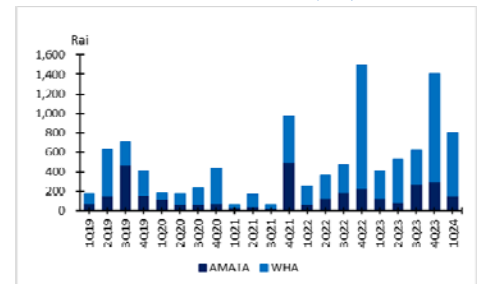
Source: AMATA, WHA, UOB Kay Hian

**QUARTERLY LAND PRE-SALES (RAI)**



Source: AMATA, WHA, UOB Kay Hian

**QUARTERLY LAND TRANSFERS (RAI)**



Source: AMATA, WHA, UOB Kay Hian

## Disclosures/Disclaimers

This report is prepared by UOB Kay Hian Securities (Thailand) Public Company Limited (“UOBKHST”), which is a licensed corporation providing Securities Brokerage, Securities Dealing, Underwriting, Derivative Agent and Financial Advisory in Thailand.

This report is provided for information only and is not an offer or a solicitation to deal in securities or to enter into any legal relations, nor an advice or a recommendation with respect to such securities.

**This report is prepared for general circulation.** It does not have regard to the specific investment objectives, financial situation and the particular needs of any recipient hereof. Advice should be sought from a financial adviser regarding the suitability of the investment product, taking into account the specific investment objectives, financial situation or particular needs of any person in receipt of the recommendation, before the person makes a commitment to purchase the investment product.

This report is confidential. This report may not be published, circulated, reproduced or distributed in whole or in part by any recipient of this report to any other person without the prior written consent of UOBKHST. This report is not directed to or intended for distribution to or use by any person or any entity who is a citizen or resident of or located in any locality, state, country or any other jurisdiction as UOBKHST may determine in its absolute discretion, where the distribution, publication, availability or use of this report would be contrary to applicable law or would subject UOBKHST and its connected persons (as defined in Notification of the Capital Market Supervisory Board No. TorChor. 21/2551 and the Securities and Exchange Act of Thailand) to any registration, licensing or other requirements within such jurisdiction.

The information or views in the report (“Information”) has been obtained or derived from sources believed by UOBKHST to be reliable. However, UOBKHST makes no representation as to the accuracy or completeness of such sources or the Information and UOBKHST accepts no liability whatsoever for any loss or damage arising from the use of or reliance on the Information. UOBKHST and its associate may have issued other reports expressing views different from the Information and all views expressed in all reports of UOBKHST and its connected persons are subject to change without notice. UOBKHST reserves the right to act upon or use the Information at any time, including before its publication herein.

Except as otherwise indicated below, (1) UOBKHST, its associates and its officers, employees and representatives may, to the extent permitted by law, transact with, perform or provide broking, underwriting, corporate finance-related or other services for or solicit business from, the subject corporation(s) referred to in this report; (2) UOBKHST, its associate and its officers, employees and representatives may also, to the extent permitted by law, transact with, perform or provide broking or other services for or solicit business from, other persons in respect of dealings in the securities referred to in this report or other investments related thereto; (3) the officers, employees and representatives of UOBKHST may also serve on the board of directors or in trustee positions with the subject corporation(s) referred to in this report. (All of the foregoing is hereafter referred to as the “Subject Business”); and (4) UOBKHST may otherwise have an interest (including a proprietary interest) in the subject corporation(s) referred to in this report.

As of the date of this report, no analyst responsible for any of the content in this report has any proprietary position or material interest in the securities of the corporation(s) which are referred to in the content they respectively author or are otherwise responsible for.

**IMPORTANT DISCLOSURES FOR U.S. PERSONS**

This research report is prepared by UOBKHST, a company authorized, as noted above, to engage in securities and derivative activities in Thailand. UOBKHST is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution by UOBKHST (whether directly or through its US registered broker dealer affiliate named below) to “major U.S. institutional investors” in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the “Exchange Act”). All US persons that receive this document by way of distribution from or which they regard as being from UOBKHST by their acceptance thereof represent and agree that they are a major institutional investor and understand the risks involved in executing transactions in securities.

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through UOB Kay Hian (U.S.) Inc (“UOBKHUS”), a registered broker-dealer in the United States. Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through UOBKHST.

UOBKHUS accepts responsibility for the contents of this research report, subject to the terms set out below, to the extent that it is delivered to and intended to be received by a U.S. person other than a major U.S. institutional investor.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority (“FINRA”) and may not be an associated person of UOBKHUS and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

### Analyst Certification/Regulation AC

Each research analyst of UOBKHST who produced this report hereby certifies that (1) the views expressed in this report accurately reflect his/her personal views about all of the subject corporation(s) and securities in this report; (2) the report was produced independently by him/her; (3) he/she does not carry out, whether for himself/herself or on behalf of UOBKHST or any other person, any of the Subject Business involving any of the subject corporation(s) or securities referred to in this report; and (4) he/she has not received and will not receive any compensation that is directly or indirectly related or linked to the recommendations or views expressed in this report or to any sales, trading, dealing or corporate finance advisory services or transaction in respect of the securities in this report. However, the compensation received by each such research analyst is based upon various factors, including UOBKHST's total revenues, a portion of which are generated from UOBKHST's business of dealing in securities.

Reports are distributed in the respective countries by the respective entities and are subject to the additional restrictions listed in the following table.

|                                   |   |
|-----------------------------------|---|
| General                           | This report is not intended for distribution, publication to or use by any person or entity who is a citizen or resident of or located in any country or jurisdiction where the distribution, publication or use of this report would be contrary to applicable law or regulation.  |
| Hong Kong                         | This report is distributed in Hong Kong by UOB Kay Hian (Hong Kong) Limited ("UOBKHHK"), which is regulated by the Securities and Futures Commission of Hong Kong. Neither the analyst(s) preparing this report nor his associate, has trading and financial interest and relevant relationship specified under Para. 16.4 of Code of Conduct in the listed corporation covered in this report. UOBKHHK does not have financial interests and business relationship specified under Para. 16.5 of Code of Conduct with the listed corporation covered in this report. Where the report is distributed in Hong Kong and contains research analyses or reports from a foreign research house, please note:<br>(i) recipients of the analyses or reports are to contact UOBKHHK (and not the relevant foreign research house) in Hong Kong in respect of any matters arising from, or in connection with, the analysis or report; and<br>(ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Hong Kong who is not a professional investor, or institutional investor, UOBKHHK accepts legal responsibility for the contents of the analyses or reports only to the extent required by law. |
| Indonesia                         | This report is distributed in Indonesia by PT UOB Kay Hian Sekuritas, which is regulated by Financial Services Authority of Indonesia. Where the report is distributed in Indonesia and contains research analyses or reports from a foreign research house, please note recipients of the analyses or reports are to contact PT UOBKH (and not the relevant foreign research house) in Indonesia in respect of any matters arising from, or in connection with, the analysis or report.  |
| Malaysia                          | Where the report is distributed in Malaysia and contains research analyses or reports from a foreign research house, the recipients of the analyses or reports are to contact UOBKHM (and not the relevant foreign research house) in Malaysia, at +603-21471988, in respect of any matters arising from, or in connection with, the analysis or report as UOBKHM is the registered person under CMSA to distribute any research analyses in Malaysia.  |
| Singapore                         | This report is distributed in Singapore by UOB Kay Hian Private Limited ("UOBKH"), which is a holder of a capital markets services licence and an exempt financial adviser regulated by the Monetary Authority of Singapore. Where the report is distributed in Singapore and contains research analyses or reports from a foreign research house, please note:<br>(i) recipients of the analyses or reports are to contact UOBKH (and not the relevant foreign research house) in Singapore in respect of any matters arising from, or in connection with, the analysis or report; and<br>(ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Singapore who is not an accredited investor, expert investor or institutional investor, UOBKH accepts legal responsibility for the contents of the analyses or reports only to the extent required by law.   |
| Thailand                          | This report is distributed in Thailand by UOB Kay Hian Securities (Thailand) Public Company Limited, which is regulated by the Securities and Exchange Commission of Thailand.  |
| United Kingdom                    | This report is being distributed in the UK by UOB Kay Hian (U.K.) Limited, which is an authorised person in the meaning of the Financial Services and Markets Act and is regulated by The Financial Conduct Authority. Research distributed in the UK is intended only for institutional clients.   |
| United States of America ('U.S.') | This report cannot be distributed into the U.S. or to any U.S. person or entity except in compliance with applicable U.S. laws and regulations. It is being distributed in the U.S. by UOB Kay Hian (US) Inc, which accepts responsibility for its contents. Any U.S. person or entity receiving this report and wishing to effect transactions in any securities referred to in the report should contact UOB Kay Hian (US) Inc. directly.   |

Copyright 2024, UOB Kay Hian Securities (Thailand) Public Company Limited. All rights reserved.

<http://www.utrade.co.th>