

27 February 20	013		Property Development						
	PS		Pruksa Real Estate						
Current	Previous	Close	2013 TP	Exp Return	Support	Resistance	CGR 2012		
BUY	BUY	32.00	38.00	+ 18.8%	31-29	32.50-34			

Consolidated earnings										
BT (mn)	2011	2012	2013E	2014E						
Normalized earnings	2,835	3,898	5,588	5,988						
Net profit	2,835	3,898	5,588	5,988						
EPS (Bt)	1.28	1.76	2.51	2.68						
EPS (Bt) - Normalized	1.28	1.76	2.51	2.68						
% growth Y-Y	-18.83	37.27	42.63	6.87						
Dividend (Bt)	0.40	0.50	0.70	0.80						
BV/share (Bt)	7.69	9.07	11.03	12.98						
EV/EBITDA (x)	20.4	15.3	11.3	10.4						
PER (x)	24.9	18.2	12.7	11.9						
PER (x) - Normalized	24.9	18.2	12.7	11.9						
PBV (x)	4.2	3.5	2.9	2.5						
Dividend yield (%)	1.3	1.6	2.2	2.5						
YE No. of shares (million)	2,209	2,213	2,224	2,230						
No. of shares - full dilution	2,251	2,251	2,251	2,251						
Par (Bt)	1.00	1.00	1.00	1.00						
Source: Company data, FSS estimates										

Share data	
Close (26/02/2013)	32.00
SET Index	1,530.32
Foreign limit/actual (%)	40.00/9.86
Paid up shares (million)	2,213.22
Free float (%)	25.91
Market cap (Bt mn)	70,823.10
Avg. daily T/O (Bt mn) (2013 YTD)	186.71
hi, lo, avg (Bt) (2013 YTD)	35.50, 21.10, 28.00
Source: Setsmarts	



Source: SET

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# Revise up 2013E normalized earnings and 2013E TP

PS's normalized earnings and net profit for 2012 both amounted to Bt3.9bn for gains of 37.5% Y-Y. These results were higher than our estimates by 4% due mainly to the company's lower-than-anticipated SG&A expenses. Hence, we raise our 2013E normalized earnings by 10.2% to Bt5.59bn (+43.3% Y-Y) to take into account the lowering of our assumption for the company's SG&A expenses by 14%. Meanwhile, we revise up our 2013E target price (TP) from Bt30 to Bt38 to reflect the aforementioned upward revision to our 2013E normalized earnings projection and the increase in our PE assumption to 15x (vs. 13x previously) that implies a PEG of 0.35x, which is in line with our forecast that calls for the company's 2013E normalized earnings to grow by 43.3% Y-Y. Finally, we reaffirm our BUY rating on PS.

# 2012 normalized earnings and net profit both rose by 37.5% Y-Y and exceeded our forecasts by 4%

PS's normalized earnings and net profit for 2012 both amounted to Bt3.9bn for gains of 37.5% Y-Y. These results were higher than our estimates by 4% due mainly to the company's lower-than-anticipated SG&A expenses. In 2012, PS's transfer revenue rose by 16.2% Y-Y to Bt27bn. By contrast, the company's gross margin narrowed to 33.8% in 2012 (vs. 36.7% in 2011) owing to the larger revenue contribution from its low-rise housing projects that earned lower margins than its condo projects. However, PS's SG&A expenses decreased by 15.7% Y-Y thanks to the company's better control of its marketing expenses.

# Revise up 2013E normalized earnings by 10.2%

We raise our 2013E normalized earnings by 10.2% to Bt5.59bn (+43.3% Y-Y) to take into account the lowering of our assumption for the company's SG&A expenses by 14% to reflect its more efficient control of its marketing expenses. Hence, we also lower our assumption for the company's SG&A expenses to sales ratio to 14.8% (vs. 17.3% previously). However, we maintain our forecast that calls for PS's transfer revenue for 2013E to jump by 28.7% Y-Y to Bt34.78bn, which is close to the company's own transfer revenue target of Bt34bn. Finally, we expect PS's 2013E gross margin to widen to 35% in 2013E (vs. 33.8% in 2012) due to the likelihood that the revenue contribution from its condo projects will increase.

# Normalized earnings likely to deteriorate Q-Q in 1Q13E, but should be followed by improvements in 2Q13-3Q13E

For 1Q13E, we anticipate that PS's normalized earnings will weaken Q-Q due to a decrease in the transfer revenue from its condo projects. However, the company's normalized earnings are likely to show Q-Q improvements in 2Q13-3Q13E as it should have a backlog of Bt8.8bn from its six condo projects that are scheduled to be completed and ready for transfer during this period. Looking ahead to 4Q13E, we expect PS's normalized earnings to show another Q-Q drop given that the transfer revenue from its condo projects is likely to decrease.



## 2012 DPS of Bt0.50 implies dividend yield of 1.6%

PS has announced that the company will pay a DPS of Bt0.50 for its 2012 performance (i.e. Bt0.36 derived from its profit under non-BOI privileges and Bt0.14 derived from it profit under BOI privileges), which implies a dividend yield of 1.6%. PS will go XD on March 12 and pay dividends on May 17.

# PS expects its 2013E presales to increase by 20.3% Y-Y to Bt35bn

For 2013E, PS anticipates that its presales will expand by 20.3% Y-Y to Bt35bn (vs. Bt29bn in 2012). This year, the company plans to launch 78 projects with a combined value of Bt55bn. Of these 78 projects, 63 will be low-rise housing projects (i.e. 47 townhouses and 16 single-detached housing developments), 13 will be condos and two will be overseas projects. It is worth highlighting that PS plans to add more condo projects in order to increase the revenue contribution from condos to 50% of its total sales within 3-4 years (vs. 25% currently). This is because the company views that the condo market will become more important and that homebuyers are more likely to consider condos as a residence rather than as an asset for speculation purposes. Therefore, PS intends to expand its market share in the condo segment in order to enhance its competitiveness.

## 4Q12 backlog of Bt35.3bn to be realized as revenue during 2013-2015E

PS has reported that its backlog amounted to Bt35.3bn at end-4Q12, which is likely to be realized as revenue during 2013-2015E. Specifically, we expect Bt24.5bn of this backlog to be realized as revenue in 2013E, which should be enough to secure 71% of our transfer revenue forecast for this year. Moreover, Bt7.3bn of PS's backlog is likely to be realized as revenue in 2014E, which would be sufficient to secure 20% of our transfer revenue forecast for next year. Finally, Bt3.5bn of the company's backlog is likely to be realized as revenue in 2015E.

# Raise 2013E TP to Bt38 (PE 15x) and reiterate BUY rating

We revise up our 2013E TP from Bt30 to Bt38 to reflect the aforementioned upward revision to our 2013E normalized earnings projection and the increase in our PE assumption to 15x (vs. 13x previously) that implies a PEG of 0.35x, which is in line with forecast that calls for the company's normalized earnings to grow by 43.3% Y-Y. Finally, we reaffirm our BUY rating on PS.

4Q12 Earnings Results										
(Bt mn)	4Q12	3Q12	%Q-Q	4Q11	%Y-Y					
Revenues	8,356	7,199	16.1%	4,659	79.4%	■ PS's 4Q				
Cost	5,658	4,744	19.3%	3,025	87.0%	Y-Y to E				
Gross profit	2,698	2,454	9.9%	1,633	65.2%	■ PS's gro				
SG&A	936	1,130	-17.2%	988	-5.3%	34.1% i				
Interest expense	100	80	25.3%	57	74.1%	contrib				
Net profit	1,262	1,000	26.2%	356	254.6%	lower m				
Normalized earnings	1,262	1,000	26.2%	355	256.0%	■ PS's 4C				
EPS (Bt)	0.57	0.45	26.1%	0.16	254.0%	Bt936m				
Normalized EPS (Bt)	0.57	0.45	26.1%	0.16	254.0%					
Gross margin (%)	32.3%	34.1%	-1.8pps	35.1%	-2.8pps	■ PS's 4Q				
SG&A as % of sales	11.2%	15.7%	-4.5pps	21.2%	-10.0pps	Bt1.26b				
Net margin (%)	15.1%	13.9%	1.2pps	7.6%	7.5pps	gains of 4Q12 no mainly				

Y-Y to Bt8.36bn.

PS's gross margin narrowed Q-Q and Y-Y to 32.3% in 4Q12 (vs. 34.1% in 3Q12 and 35.1% in 4Q11) due to the larger revenue

PS's 4Q12 transfer revenue increased by 16.1% Q-Q and 79.4%

34.1% in 3Q12 and 35.1% in 4Q11) due to the larger revenue contribution from its low-rise housing projects that earned lower margins than its condo projects.

■ PS's 4Q12 SG&A expenses fell by 17.2% Q-Q and 5.3% Y-Y to Bt936mn, which was lower than our estimate by 36%.

■ PS's 4Q12 normalized earnings and net profit both amounted to Bt1.26bn, with its normalized earnings for the quarter showing gains of 26.2% Y-Y and 256% Q-Q. Moreover, the company's 4Q12 normalized earnings exceeded our forecast by 15% thanks mainly to its lower-than-anticipated SG&A expenses.

Source: PS



Income Statement (Consolidated)						Cash Flow Statement (Consolidated)						
(Bt mn)	2010	2011	2012	2013E	2014E	(Bt mn)	2010	2011	2012	2013E	2014E	
Revenue	23,307	23,263	27,023	34,782	37,047	Net profit	3,488	2,835	3,898	5,588	5,988	
Cost of sales	14,561	14,724	17,890	22,608	24,080	Depreciation etc.	246	317	344	349	355	
Gross profit	8,746	8,538	9,133	12,174	12,966	Change in working capital	-14,865	-8,790	-1,182	-2,685	-2,421	
SG&A costs	4,243	4,654	3,925	5,164	5,493	Other adjustments	100	160	-310	140	5	
Operating profit	4,503	3,884	5,208	7,009	7,474	Cash flow from operations	-11,030	-5,478	2,750	3,392	3,926	
Other income	100	159	117	191	204	Capital expenditure	-1,084	-640	-130	-223	-205	
EBIT	4,603	4,044	5,326	7,201	7,677	Others	-51	-71	-38	0	0	
EBITDA	4,850	4,361	5,670	7,549	8,032	Cash flow from investing	-1,135	-712	-168	-223	-205	
Interest charge	67	137	305	259	239	Free cash flow	-12,166	-6,189	2,581	3,169	3,722	
Tax on income	1,048	1,071	1,123	1,354	1,450	Net borrowings	11,001	7,225	-2,724	-1,407	719	
Earnings after tax	5,584	4,978	6,144	8,295	8,888	Equity capital raised	0	3	4	11	6	
Minority interests	0	0	0	0	0	Dividends paid	-1,214	-1,104	-884	-1,107	-1,565	
Normalized earnings	3,488	2,835	3,898	5,588	5,988	Others	2,972	-536	901	-1,382	-2,882	
Extraordinary items	0	0	0	0	0	Cash flow from financing	12,759	5,587	-2,703	-3,885	-3,722	
Net profit	3,488	2,835	3,898	5,588	5,988	Net change in cash	593	-602	-122	-716	0	
Balance Sheet (Conso	olidated	)				Important Ratios (Cor	solidated	h				
(Bt mn)	2010	2011	2012	2013E	2014E	important racios (cor	2010	2011	2012	2013E	2014E	
Cash	1,630	2,031	1,566	450	450	Growth (%)	2010	2011	20.2	20.02	20112	
Accounts receivable	0	0	0	0	0	Revenue	22.9	-0.2	16.2	28.7	6.5	
Inventory	27,923	36,160	37,818	40,554	43,496	EBITDA	-4.2	-10.1	30.0	33.2	6.4	
Other current assets	1,805	726	1,605	1,496	1,223	Net profit	-3.7	-18.7	37.5	43.3	7.2	
Total current assets	31,358	38,916	40,989	42,499	45,169	Normalized earnings	-3.7	-18.7	37.5	43.3	7.2	
Investments	0	0	0	0	0	Profitability Ratios (%)	3.7	10.7	37.3	73.3	7.2	
Plant, property & equipment	2,159	2,469	2,220	1,997	1,793	Gross profit margin	37.5	36.7	33.8	35.0	35.0	
Other assets	574	598	612	718	693	EBITDA margin	20.8	18.7	21.0	21.7	21.7	
Total assets	34,091	41,982	43,821	45,215	47,655	EBIT margin	19.8	17.4	19.7	20.7	20.7	
Short-term loans	3,501	5,988	1,529	590	1,303	Normalized profit margin	15.0	12.2	14.4	16.1	16.2	
Accounts payable	1,425	1,083	1,527	1,858	1,979	Net profit margin	15.0	12.2	14.4	16.1	16.2	
Current maturities	500	3,338	7,730	4,000	2,000	Normalized ROA	10.2	6.8	8.9	12.4	12.6	
Other current liabilities	4,245	3,417	4,496	4,125	4,295	Normalize ROE	22.9	16.7	19.4	22.8	20.7	
Total current liabilities	9,671	13,827	15,281	10,574	9,577	Normalized ROCE	18.9	14.4	18.7	20.8	20.7	
	,	•		•	•		10.7	14.4	10.7	20.0	20.2	
Long-term debt Other LT liabilities	9,100 57	10,962 198	8,250 208	10,000 114	9,000 121	Risk (x) D/E	1.23	1.47	1.18	0.84	0.65	
Total non-current	37	190	200	114	121		0.75	1.47	0.79	0.58	0.63	
	0.457	11 150	0.450	10 111	0.424	Net D/E						
liabilities	9,157	11,159	8,458	10,114	9,121	Net debt/EBITDA	2.37	4.19	2.81	1.87	1.48	
Total liabilities	18,828	24,986	23,739	20,688	18,699	Per share data (Bt)	4 50	4.20	4.76	2.54	2.40	
Registered capital	2,229	2,251	2,251	2,251	2,251	Reported EPS	1.58	1.28	1.76	2.51	2.68	
Paid-up capital	2,207	2,209	2,213	2,224	2,230	Normalized EPS	1.58	1.28	1.76	2.51	2.68	
Share premium	1,362	1,396	1,452	1,422	1,422	EBITDA	2.20	1.97	2.56	3.39	3.60	
Legal reserve	226	226	226	226	226	FCF	-5.51	-2.80	1.17	1.42	1.67	
Retained earnings	11,503	13,234	16,248	20,729	25,152	Book value	6.92	7.69	9.07	11.03	12.98	
Others	-33	-69	17	0	0	Dividend	0.50	0.40	0.50	0.70	0.80	
Minority Interests	0	1	-74	-74	-74	Par	1.0	1.0	1.0	1.0	1.0	
Shareholders' equity	15,263	16,996	20,081	24,527	28,956							
								24.9	18.2		11.9	
						Normalized P/E	20.2	24.9	18.2	12.7	11.9	
Source: Company data, FS	S researci	h				P/BV	4.6	4.2	3.5	2.9	2.5	
						EV/EBTDA	16.9	20.4	15.3	11.3	10.4	
Shareholders' equity  Source: Company data, FS	15,263 S researci	16,996 h	20,081	24,527	28,956	P/BV	4.6	24.9 4.2	18.2 3.5	2.9		

Dividend yield (%)

1.6

1.3

1.6

2.5

2.2



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## **Recommendation Definitions**

BUY The latest close is below our target price and the estimated upside is 10% or more.

HOLD The latest close is below our target price and the estimated upside is 0-10%.

SELL The latest close is above our target price.

TRADING BUY

The latest close is above our target price but the price is expected to be driven by short-term positive factors

OVERWEIGHT The estimated return is higher than the market average.

NEUTRAL The estimated return is the same as the market average.

UNDERWEIGHT The estimated return is lower than the market average

Note: The expected return may change as market risks increase or decline.



## Thai Institute of Directors Association (IOD) - Corporate Governance Report Rating 2012

ADVANC AOT ASIMAR BAFS BANPU BAY BBL	BCP BECL BKI BMCL BTS CPN CSL	DRT EASTW EGCO ERW GRAMMY HEMRAJ ICC	IRPC KBANK KK KTB LPN MCOT NKI	NOBLE PHOL PS PSL PTT PTTEP PTTGC	QH RATCH ROBINS RS SAMART SAMTEL SAT	SC SCB SCC SE-ED SIM SIS SNC	SYMC THAI TIP TIPCO TISCO TKT TMB	TOP TSTE TTA	Score Range 100-90 80-89 70-79 60-69 50-59 <50	Ratin no logo g		Description Excellent Very Good Good Satisfactory Pass n/a
Er printere i Gramma der nicera e Gramma de nicera e construir de la construir	A district in which we delivered to be the second of the s											
2S ACAP AF AIT AKR AMATA AP ASK ASP AYUD BEC BFIT BH BIGC BJC	BROOK BWG CENTEL CFRESH CGS CHOW CIMBT CK CM CPALL CPF CSC DCC DELTA DEMCO Was volunta	DTAC DTC ECL EE EIC ESSO FE FORTH GBX GC GFPT GL GLOW GUNKUL HANA crily delisted	HMPRO HTC IFEC INTUCH ITD IVL JAS KCE KGI KSL L&E LANNA LH LRH LST from the Sta	MACO MAKRO MBK MBKET MFC MFEC MINT MODERN MTI NBC NCH NINE NMG NSI OCC DCK Exchange	OFM OGC OSIHI PAP PDI PE PG PHATRA*** PJW PM PR PRANDA PRG PT PYLON e of Thailand of	S & J S&P SABINA SAMCO SCCC SCG SCSMG SFP SITHAI SMT SPALI SPCG SPI SPPT SSF effectively on	SSSC STANLY STEC SUC SUSCO SVI SYNTEC TASCO TCAP TCP TFD TFI THANA THCOM THIP	THRE TIC TICON TIW TK TLUXE TMT TNITY TNL TOG TPC TRC TRC TRU TRU TRUE 5, 2012.	TSC TSTH TTW TUF TVO UAC UMI UP UPOIC UV VIBHA VNT WACOAL YUASA ZMICO			
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\*\*CIMBI was voluntarily delisted from the Stock Exchange of Thailand effectively on September 25, 2012.

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