

## Hong Kong

**HOLD** (no change)

Consensus ratings\*: Buy 26 Hold 6 Sell 0

Current price:	HK\$48.55
Target price:	HK\$47.00
Previous target:	HK\$47.70
Up/downside:	-3.2%
CGS-CIMB / Consensus:	-30.1%
Reuters:	6049.HK
Bloomberg:	6049 HK
Market cap:	US\$3,432m
	HK\$26,864m
Average daily turnover:	US\$10.56m
	HK\$85.22m
Current shares o/s:	553.3m
Free float:	27.7%

\*Source: Bloomberg

**Key changes in this note**

- FY22F EPS decreased by 0.4%.
- FY23F EPS decreased by 1.2%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	-15.7	-11.7	-5.6
Relative (%)	3	2.7	25.2

Major shareholders	% held
Poly Developments (600048 CH)	72.3

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# Poly Property Services

## Collection risks manageable

- Poly PS's FY21 core profit was in line with our estimate at Rmb853m (+31% yoy). But it has cut its dividend payout ratio to 20% to preserve cash for M&A.
- Poly PS should see continued growth in managed GFA from its parent and 3P contracts. Segment GPM would be under pressure due to public facilities.
- Management believes its receivables from local governments (1-3 months of A/R period) are collectable. Reiterate Hold with a lower TP of HK\$47.0.

### FY21 core profit increased by 31%; payout ratio cut

Poly PS reported a 25% yoy increase in reported net profit (in line with positive profit alert it announced earlier) and a 31% yoy increase in core net profit to Rmb853m in FY21, in line with our estimate. However, it has cut its dividend payout ratio from 35% in FY20 to 20% in FY21; management said this is to preserve cash for M&As at reasonable valuations amid the current weak industry sentiment.

### Plenty of sources to grow managed GFA

Poly PS's managed GFA increased by 85m sq m in FY21 to 465m sq m; c.60% of the GFA increase in FY21 was derived from third-party (3P) contracts. It is typically able to secure c.25-30m sq m p.a. of managed GFA from its parent Poly Developments, whose contracted sales grew by 6% yoy in FY21. Its revenue from property management (PM) services increased by 35% yoy in FY21; segment gross margin (GPM) was flat yoy at 14.3%. As revenue from public facilities grows further (22% of segment revenue share), management expects a little pressure on segment GPM ahead.

### Move-in furnishing and community retail drove VAS growth

Revenue from community value-added services (VAS) grew 32% yoy to Rmb2.3bn in FY21 and segment gross margin also increased by 1% pt yoy to 31.4%. Management expects move-in furnishing and community retail (accounting for 39% of revenue from community VAS) to be the upcoming key growth drivers of community VAS. As most of its IPO proceeds allocated to VAS upgrade have been spent, we expect the segment gross margin to stabilise at c.30% in the coming few years.

### Little impact of lengthened receivables period on collection

Its average receivables days lengthened to 39 in FY21, from 29 in FY20. Management said the contracts for public facilities have receivables periods of 1-3 months and assured that these balances from local governments are collectable. On the other hand, its SG&A expense ratio declined by 0.3% pt yoy to 9.4% in FY21, as technology upgrade efforts and cost controls bear fruit. We expect Poly PS to speed up systems upgrades in FY22F as most of its IPO proceeds set aside for this purpose are still unused.

### Reiterate Hold with a lower TP of HK\$47.0

Reiterate Hold for Poly PS; our TP is trimmed to HK\$47.0, based on 0.9x PEG and 20.3x FY22F P/E. See p.2 for EPS revisions and our valuation methodology. Key downside risks include prolonged lockdown of key Tier-1 and -2 cities in China due to Covid-19 outbreaks, while EPS-accretive M&A and faster-than-expected expansion of community VAS are key upside risks.

**Financial Summary**

	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues (Rmbm)	8,037	10,783	13,816	17,113	20,655
Operating EBITDA (Rmbm)	815	1,050	1,340	1,731	2,140
Net Profit (Rmbm)	652	853	1,073	1,310	1,572
Core EPS (Rmb)	1.18	1.54	1.94	2.37	2.84
Core EPS Growth	28.9%	30.9%	25.8%	22.1%	20.0%
FD Core P/E (x)	33.60	25.66	20.40	16.71	13.93
DPS (Rmb)	0.43	0.31	0.39	0.47	0.57
Dividend Yield	1.09%	0.77%	0.99%	1.19%	1.44%
EV/EBITDA (x)	17.76	13.56	10.82	8.39	6.36
P/FCFE (x)	36.0	45.6	NA	111.9	18.7
Net Gearing	(119%)	(112%)	(94%)	(82%)	(79%)
P/BV (x)	3.55	3.23	2.83	2.47	2.14
ROE	11.6%	13.2%	14.8%	15.8%	16.4%
% Change In Core EPS Estimates			(0.43%)	(1.23%)	
CGS-CIMB/Consensus EPS (x)			0.96	0.92	0.81

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

## Our target FY22F P/E for Poly PS is unchanged at 20.3x >

We trim FY22F/23F EPS by 0.4%/1.2% in view of the slightly weaker growth in revenue from PM services and community VAS on the back of the latest Covid-19 outbreaks in China, partially offset by accelerated improvements in the SG&A expense ratio. As we extend our EPS forecast to FY24F, we roll over our EPS to FY21-24F, expecting a 23% CAGR. We keep our target FY22F P/E unchanged at 20.3x, based on 0.9x PEG. We think the target PEG and FY22F P/E is justified, given the high visibility of Poly PS's net profit growth supported by financially strong state-owned parent Poly Developments. Its future EPS growth of 20-25% p.a. over FY22-24F is also undemanding for a mid-cap property manager and we see little risk of Poly PS missing our growth forecast.

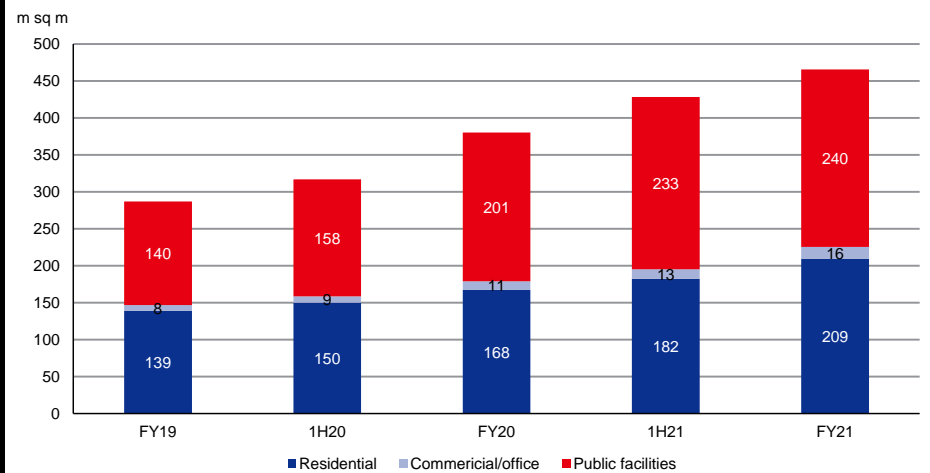
Nevertheless, given that the market has priced in this visibility, we see little share price upside from the current level and therefore reiterate our Hold rating for Poly PS.

**Figure 1: Poly PS's FY21 results review**

Rmb m	FY20	FY21	yoy%	FY21F	var%
<b>Revenue</b>	<b>8,037</b>	<b>10,783</b>	<b>34%</b>	<b>10,752</b>	<b>0%</b>
Property management services	4,948	6,670	35%	6,416	4%
VAS to non-property owners	1,341	1,811	35%	1,781	2%
Community VAS	1,748	2,301	32%	2,555	-10%
<b>Gross profit</b>	<b>1,499</b>	<b>2,015</b>	<b>34%</b>	<b>2,025</b>	<b>-1%</b>
Property management services	700	954	36%	902	6%
VAS to non-property owners	269	338	25%	358	-6%
Community VAS	529	722	37%	766	-6%
SG&A expenses	(785)	(1,015)	29%	(1,023)	-1%
Other operating expenses	(2)	(2)	-17%	(3)	-38%
Other income / expenses	112	74	-34%	53	40%
Net interest expense	94	70	-26%	103	-32%
Share of profit from associates / JVs	18	22	23%	20	12%
<b>Profit before tax</b>	<b>935</b>	<b>1,162</b>	<b>24%</b>	<b>1,174</b>	<b>-1%</b>
Taxation	(239)	(292)	22%	(294)	-1%
Minority interest	(23)	(25)	12%	(29)	-12%
<b>Reported net profit</b>	<b>674</b>	<b>846</b>	<b>26%</b>		
One-off items	(22)	7	n.a.		
<b>Core net profit</b>	<b>652</b>	<b>853</b>	<b>31%</b>	<b>852</b>	<b>0%</b>
EPS (Rmb)	1.18	1.54	31%	1.54	0%
DPS (Rmb)	0.43	0.31	-29%	0.54	-44%
<b>Ratios</b>			<b>% pt chg</b>		<b>% pt var</b>
Gross profit margin (%)	18.7%	18.7%	0.0%	18.8%	-0.2%
Property management services	14.2%	14.3%	0.1%	14.1%	0.2%
VAS to non-property owners	20.1%	18.7%	-1.4%	20.1%	-1.4%
Community VAS	30.3%	31.4%	1.1%	30.0%	1.4%
SG&A expense ratio (%)	9.8%	9.4%	-0.3%	9.5%	-0.1%
EBIT margin (%)	10.5%	10.1%	-0.3%	10.0%	0.2%
Core net profit margin (%)	8.1%	7.9%	-0.2%	7.9%	0.0%

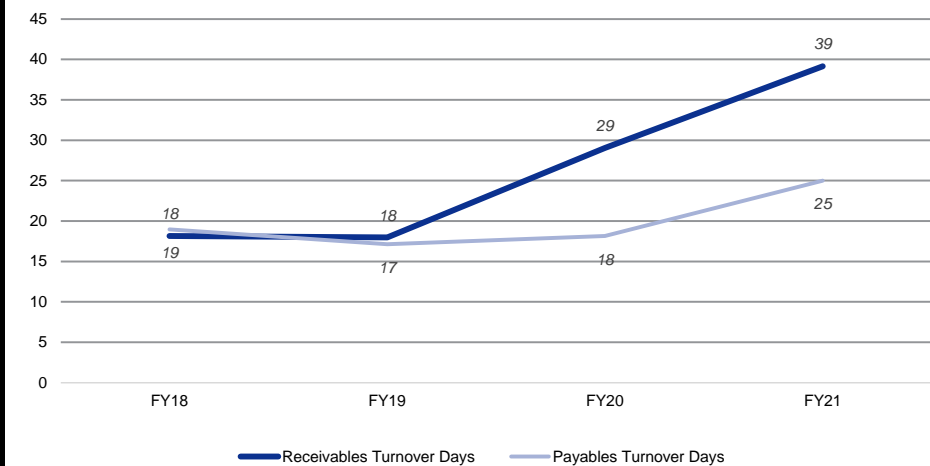
SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 2: End-period breakdown of managed GFA by property type**



SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 3: Average days of receivables and payables**



SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 4: End-period portfolio forecast**

	FY18	FY19	FY20	FY21	FY22F	FY23F	FY24F
<b>GFA under management (m sq m)</b>							
Poly Developments	109	129	152	186	220	252	285
Third-party developers and public facilities	81	158	228	279	333	396	463
<b>Total</b>	<b>191</b>	<b>287</b>	<b>380</b>	<b>465</b>	<b>553</b>	<b>648</b>	<b>747</b>
<i>Poly Developments as % of total</i>	57%	45%	40%	40%	40%	39%	38%
<b>Contracted GFA (m sq m)</b>							
Poly Developments	171	210	240	279	310	343	376
Third-party developers and public facilities	191	288	327	377	447	517	587
<b>Total</b>	<b>362</b>	<b>498</b>	<b>567</b>	<b>656</b>	<b>758</b>	<b>860</b>	<b>963</b>
<i>Poly Developments as % of total</i>	47%	42%	42%	43%	41%	40%	39%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 5: Summary of TP change**

	Old	New	Chg
EPS CAGR (%)*	25%	23%	-3%
Target PEG (x)	0.8	0.9	0.1x
Target P/E (x)	20.3	20.3	0%
FY22F EPS (Rmb)	1.95	1.94	0%
Target price (Rmb)	39.51	39.45	0%
Target price (HK\$)	47.70	47.00	-1%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 6: Earnings revisions**

Rmb m	2022F			2023F			2024F
	Old	New	% chg	Old	New	% chg	New
Core net profit	1,078	1,073	-0.4%	1,327	1,310	-1.2%	1,572
EPS (Rmb)	1.95	1.94	-0.4%	2.40	2.37	-1.2%	2.84
DPS (Rmb)	0.69	0.39	-43%	0.85	0.47	-45%	0.57

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 7: P&L forecast summary**

Rmb m	FY20	FY21	FY22F	FY23F	FY24F
<b>Revenue</b>	<b>8,037</b>	<b>10,783</b>	<b>13,816</b>	<b>17,113</b>	<b>20,655</b>
Property management services	4,948	6,670	8,607	10,671	12,805
VAS to non-property owners	1,341	1,811	2,221	2,706	3,227
Community VAS	1,748	2,301	2,988	3,736	4,623
<b>Gross profit</b>	<b>1,499</b>	<b>2,015</b>	<b>2,577</b>	<b>3,186</b>	<b>3,852</b>
Property management services	700	954	1,227	1,516	1,813
VAS to non-property owners	269	338	415	505	602
Community VAS	529	722	935	1,165	1,438
SG&A expenses	(785)	(1,015)	(1,287)	(1,577)	(1,894)
Other operating expenses	(2)	(2)	(3)	(3)	(4)
Other income / expenses	112	74	80	76	72
Net interest expense	94	70	79	83	90
Share of profit from associates / JVs	18	22	28	35	42
<b>Profit before tax</b>	<b>935</b>	<b>1,162</b>	<b>1,474</b>	<b>1,799</b>	<b>2,158</b>
Taxation	(239)	(292)	(368)	(450)	(540)
Minority interest	(23)	(25)	(32)	(39)	(47)
<b>Reported net profit</b>	<b>674</b>	<b>846</b>	<b>1,073</b>	<b>1,310</b>	<b>1,572</b>
One-off items	(22)	7	0	0	0
<b>Core net profit</b>	<b>652</b>	<b>853</b>	<b>1,073</b>	<b>1,310</b>	<b>1,572</b>
<b>EPS (Rmb)</b>	<b>1.18</b>	<b>1.54</b>	<b>1.94</b>	<b>2.37</b>	<b>2.84</b>
<b>DPS (Rmb)</b>	<b>0.43</b>	<b>0.31</b>	<b>0.39</b>	<b>0.47</b>	<b>0.57</b>
<b>Ratios</b>					
Gross profit margin (%)	18.7%	18.7%	18.6%	18.6%	18.7%
SG&A expense ratio (%)	9.8%	9.4%	9.3%	9.2%	9.2%
EBIT margin (%)	10.5%	10.1%	10.1%	10.0%	10.0%
Core net profit margin (%)	8.1%	7.9%	7.8%	7.7%	7.6%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

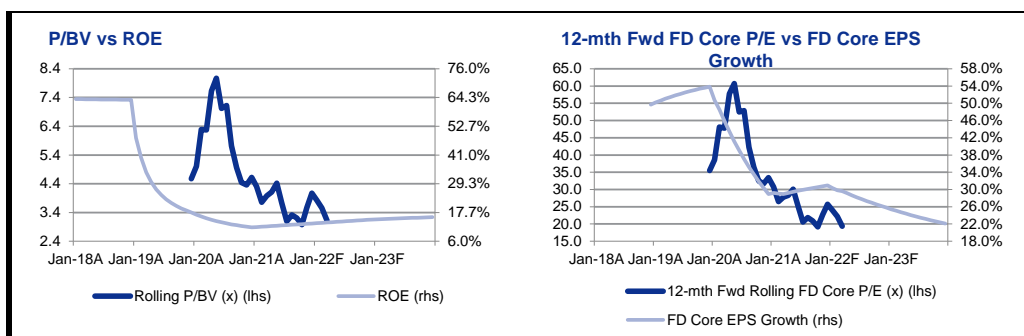
**Figure 8: China property management valuation summary**

Company Name	Ticker	Share price (HK\$)	Target price (HK\$)	Rating	Upside (%)	Mkt cap (US\$ m)	P/E (x)				Dividend yield			EPS CAGR FY20-23F	FY22F PEG (x)*	Net gearing (%) 2020
							2020	2021F	2022F	2023F	2020	2021F	2022F			
A-Living Services	3319 HK	10.24	20.90	ADD	104	1,705	6.2	4.8	3.8	3.2	6.2	7.2	9.2	25%	0.15	(56)
COPL	2669 HK	7.70	8.30	HOLD	8	2,629	36.0	27.9	22.2	17.7	0.8	1.1	1.4	27%	0.83	(170)
Country Garden Services	6098 HK	29.75	68.70	ADD	131	10,966	25.5	17.6	12.6	9.5	0.9	1.3	2.0	39%	0.32	(71)
CIFI Ever Sunshine	1995 HK	9.18	19.20	ADD	109	1,641	30.8	20.3	14.5	10.8	1.0	1.5	2.1	42%	0.35	(105)
Greentown Service	2869 HK	6.37	8.30	HOLD	30	2,227	21.8	17.0	13.6	10.9	3.4	3.5	4.0	26%	0.53	(60)
KWG Living	3913 HK	2.51	7.40	ADD	195	557	11.8	6.2	3.9	2.8	2.9	5.6	8.9	61%	0.06	(99)
Poly Property Services	6049 HK	48.55	47.00	HOLD	(3)	2,899	33.6	25.7	20.4	16.7	1.1	0.8	1.0	26%	0.78	(119)
Powerlong CM	9909 HK	6.77	25.10	ADD	271	505	10.6	8.1	5.8	4.4	4.4	6.2	8.6	34%	0.17	(159)
Times Neighborhood	9928 HK	1.85	4.50	ADD	143	210	6.1	3.9	2.8	2.2	5.4	8.6	11.7	40%	0.07	(59)
Shimao Services	873 HK	4.14	8.30	ADD	100	1,129	11.5	6.9	5.1	4.1	2.7	4.3	5.9	41%	0.12	(86)
Sunac Services	1516 HK	3.89	9.80	ADD	152	1,329	16.6	8.6	6.0	4.6	1.8	3.5	5.0	53%	0.11	(96)
Jinke Smart Services	9666 HK	23.30	48.80	ADD	109	1,718	20.1	11.8	8.3	6.1	2.3	3.8	5.4	48%	0.17	(94)
CR Mixc Lifestyle	1209 HK	36.80	42.20	HOLD	15	8,544	89.2	53.1	37.3	27.3	0.4	0.6	0.8	48%	0.77	(79)
<b>Large-cap average</b>					<b>47</b>		<b>49</b>	<b>32</b>	<b>23</b>	<b>18</b>	<b>0.8</b>	<b>0.9</b>	<b>1.3</b>	<b>38%</b>	<b>0.62</b>	<b>(89)</b>
<b>Small and mid-cap average</b>					<b>122</b>		<b>17</b>	<b>12</b>	<b>9</b>	<b>7</b>	<b>3.1</b>	<b>4.5</b>	<b>6.2</b>	<b>40%</b>	<b>0.26</b>	<b>(99)</b>
<b>Overall average</b>					<b>105</b>		<b>25</b>	<b>16</b>	<b>12</b>	<b>9</b>	<b>2.6</b>	<b>3.7</b>	<b>5.1</b>	<b>39%</b>	<b>0.34</b>	<b>(96)</b>

Share price data as of 16 Mar 2022, \* PEG = FY22F PE/EPS CAGR (FY20-23F)\*100

SOURCES: CGS-CIMB RESEARCH, BLOOMBERG, COMPANY REPORTS

## BY THE NUMBERS



### Profit & Loss

(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
<b>Total Net Revenues</b>	<b>8,037</b>	<b>10,783</b>	<b>13,816</b>	<b>17,113</b>	<b>20,655</b>
<b>Gross Profit</b>	<b>1,499</b>	<b>2,015</b>	<b>2,577</b>	<b>3,186</b>	<b>3,852</b>
<b>Operating EBITDA</b>	<b>815</b>	<b>1,050</b>	<b>1,340</b>	<b>1,731</b>	<b>2,140</b>
Depreciation And Amortisation	(104)	(53)	(53)	(125)	(185)
<b>Operating EBIT</b>	<b>712</b>	<b>997</b>	<b>1,287</b>	<b>1,606</b>	<b>1,955</b>
Financial Income/(Expense)	94	70	79	83	90
Pretax Income/(Loss) from Assoc.	18	22	28	35	42
Non-Operating Income/(Expense)	112	74	80	76	72
<b>Profit Before Tax (pre-EI)</b>	<b>935</b>	<b>1,162</b>	<b>1,474</b>	<b>1,799</b>	<b>2,158</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>935</b>	<b>1,162</b>	<b>1,474</b>	<b>1,799</b>	<b>2,158</b>
<b>Taxation</b>	<b>(239)</b>	<b>(292)</b>	<b>(368)</b>	<b>(450)</b>	<b>(540)</b>
Exceptional Income - post-tax					
<b>Profit After Tax</b>	<b>696</b>	<b>871</b>	<b>1,105</b>	<b>1,350</b>	<b>1,619</b>
Minority Interests	(23)	(25)	(32)	(39)	(47)
Pref. & Special Div	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax	(22)	7	0	0	0
<b>Net Profit</b>	<b>652</b>	<b>853</b>	<b>1,073</b>	<b>1,310</b>	<b>1,572</b>
Recurring Net Profit	652	853	1,073	1,310	1,572
<b>Fully Diluted Recurring Net Profit</b>	<b>652</b>	<b>853</b>	<b>1,073</b>	<b>1,310</b>	<b>1,572</b>

### Cash Flow

(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
<b>EBITDA</b>	<b>815.3</b>	<b>1,049.8</b>	<b>1,339.7</b>	<b>1,730.6</b>	<b>2,140.4</b>
Cash Flow from Inv. & Assoc.					
Change In Working Capital	51.2	353.3	441.5	284.8	162.1
Straight Line Adjustment					
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(108.9)	(148.9)	(276.6)	(153.3)	9.3
Net Interest (Paid)/Received	(4.8)	(10.6)	(11.1)	(11.6)	(12.2)
Tax Paid	(204.0)	(291.6)	(368.4)	(449.8)	(539.6)
<b>Cashflow From Operations</b>	<b>548.8</b>	<b>952.1</b>	<b>1,125.2</b>	<b>1,400.6</b>	<b>1,760.0</b>
Capex	(53.2)	(108.8)	(217.6)	(217.6)	(217.6)
Disposals Of FAs/subsidiaries					
Disposals of Investment Properties					
Acq. Of Subsidiaries/Investments	1.3	(549.8)	(1,200.0)	(1,200.0)	(600.0)
Other Investing Cashflow	111.7	186.9	202.6	212.6	225.6
<b>Cash Flow From Investing</b>	<b>59.8</b>	<b>(471.7)</b>	<b>(1,215.0)</b>	<b>(1,205.0)</b>	<b>(592.0)</b>
Debt Raised/(repaid)					
Proceeds From Issue Of Shares	622.1	0.0	0.0	0.0	0.0
Shares Repurchased					
Dividends Paid	(202.5)	(237.9)	(168.8)	(215.8)	(260.1)
Preferred Dividends					
Other Financing Cashflow	(117.3)	0.0	0.0	0.0	0.0
<b>Cash Flow From Financing</b>	<b>302.3</b>	<b>(237.9)</b>	<b>(168.8)</b>	<b>(215.8)</b>	<b>(260.1)</b>

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**BY THE NUMBERS... cont'd**
**Balance Sheet**

(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	7,448	7,691	7,432	7,412	8,320
Properties Under Development					
Total Debtors	888	1,425	1,482	1,835	2,215
Inventories	51	51	51	51	51
Total Other Current Assets	512	825	825	825	825
<b>Total Current Assets</b>	<b>8,899</b>	<b>9,991</b>	<b>9,789</b>	<b>10,122</b>	<b>11,410</b>
Fixed Assets	162	200	367	493	587
<b>Total Investments</b>	<b>229</b>	<b>789</b>	<b>817</b>	<b>852</b>	<b>894</b>
Intangible Assets	136	125	1,322	2,489	3,027
Total Other Non-Current Assets	18	34	39	45	51
<b>Total Non-current Assets</b>	<b>546</b>	<b>1,147</b>	<b>2,545</b>	<b>3,878</b>	<b>4,559</b>
Short-term Debt	0	0	0	0	0
Current Portion of Long-Term Debt					
Total Creditors	1,644	2,584	2,550	2,734	2,931
Other Current Liabilities	1,486	1,552	1,801	2,096	2,443
<b>Total Current Liabilities</b>	<b>3,130</b>	<b>4,136</b>	<b>4,352</b>	<b>4,830</b>	<b>5,374</b>
Total Long-term Debt	0	0	0	0	0
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	27	79	79	79	79
<b>Total Non-current Liabilities</b>	<b>27</b>	<b>79</b>	<b>79</b>	<b>79</b>	<b>79</b>
Total Provisions	41	34	38	41	45
<b>Total Liabilities</b>	<b>3,197</b>	<b>4,249</b>	<b>4,468</b>	<b>4,950</b>	<b>5,498</b>
<b>Shareholders' Equity</b>	<b>6,171</b>	<b>6,786</b>	<b>7,731</b>	<b>8,876</b>	<b>10,249</b>
Minority Interests	76	103	135	174	221
<b>Total Equity</b>	<b>6,247</b>	<b>6,889</b>	<b>7,866</b>	<b>9,050</b>	<b>10,470</b>

**Key Ratios**

	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	34.7%	34.2%	28.1%	23.9%	20.7%
Operating EBITDA Growth	20.6%	28.8%	27.6%	29.2%	23.7%
Operating EBITDA Margin	10.1%	9.7%	9.7%	10.1%	10.4%
Net Cash Per Share (Rmb)	13.46	13.90	13.43	13.39	15.04
BVPS (Rmb)	11.15	12.26	13.97	16.04	18.52
Gross Interest Cover	148.1	94.4	116.0	137.9	159.9
Effective Tax Rate	25.6%	25.1%	25.0%	25.0%	25.0%
Net Dividend Payout Ratio	36.5%	19.8%	20.1%	19.8%	20.1%
Accounts Receivables Days	29.13	39.15	38.39	35.38	35.89
Inventory Days	2.71	2.11	1.64	1.33	1.10
Accounts Payables Days	18.21	24.99	25.55	22.58	22.92
ROIC (%)	(38%)	(55%)	(65%)	(452%)	162%
ROCE (%)	14.2%	16.4%	18.6%	20.1%	21.0%
Return On Average Assets	7.1%	8.0%	8.9%	9.8%	10.4%

**Key Drivers**

	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
GFA under management (m sq m)	380.1	465.3	553.0	648.2	747.3
GPM - Property management (%)	14.2%	14.3%	14.3%	14.2%	14.2%
GPM - VAS to non-property owners (%)	20.1%	18.7%	18.7%	18.7%	18.7%
GPM - Community VAS (%)	30.3%	31.4%	31.3%	31.2%	31.1%
Overall gross profit margin (%)	18.7%	18.7%	18.6%	18.6%	18.7%
SG&A expense ratio (%)	9.8%	9.4%	9.3%	9.2%	9.2%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

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<b>Score Range:</b>	90 - 100	80 – 89	70 - 79	Below 70	No Survey Result
<b>Description:</b>	Excellent	Very Good	Good	N/A	N/A

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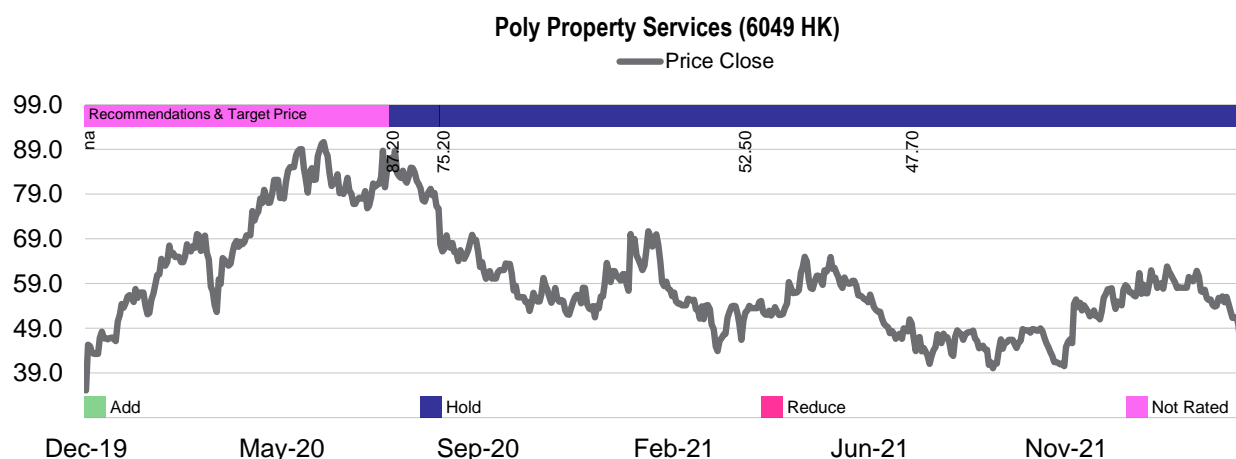
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Distribution of stock ratings and investment banking clients for quarter ended on 31 December 2021		
619 companies under coverage for quarter ended on 31 December 2021		
	Rating Distribution (%)	Investment Banking clients (%)
Add	71.1%	1.5%
Hold	21.8%	0.0%
Reduce	7.1%	0.0%

### Spitzer Chart for stock being researched ( 2 year data )



### Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

**ADVANC** – Excellent, Certified, **AMATA** – Excellent, Certified, **ANAN** – Excellent, n/a, **AOT** – Excellent, n/a, **AP** – Excellent, Certified, **ASP** – Excellent, n/a, **AWC** – Excellent, Declared, **AU** – Good, n/a, **BAM** – Very Good, Certified, **BAY** – Excellent, Certified, **BBL** – Excellent, Certified, **BCH** – Very Good, Certified, **BCP** - Excellent, Certified, **BCPG** – Excellent, Certified, **BDMS** – Excellent, n/a, **BEAUTY** – Good, n/a, **BEM** – Excellent, n/a **BH** - Good, n/a, **BJC** – Very Good, n/a, **BLA** – Very Good, Certified, **BTS** - Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – n/a, n/a, **CENTEL** – Excellent, Certified, **CHAYO** – Very Good, n/a, **CHG** – Very Good, n/a, **CK** – Excellent, n/a, **COM7** – Excellent, Certified, **CPALL** – Excellent, Certified, **CPF** – Excellent, Certified, **CPN** - Excellent, Certified, **CPNREIT** – n/a, n/a, **CRC** – Excellent, Declared, **DELTA** - Excellent, Certified, **DDD** – Excellent, n/a, **DIF** – n/a, n/a, **DOHOME** – Very Good, Declared, **DREIT** – n/a, n/a, **DTAC** – Excellent, Certified, **ECL** – Excellent, Certified, **EGCO** - Excellent, Certified, **EPG** – Excellent, Certified, **ERW** – Very Good, Certified, **GFPT** - Excellent, Certified, **GGC** – Excellent, Certified, **GLOBAL** – Excellent, n/a, **HANA** - Excellent, Certified, **HMPRO** - Excellent, Certified, **HUMAN** – Good, n/a, **ICHI** – Excellent, Certified, **III** – Excellent, Declared, **INTUCH** - Excellent, Certified, **IRPC** – Excellent, Certified, **ITD** – Very Good, n/a, **IVL** - Excellent, Certified, **JASIF** – n/a, n/a, **JKN** – n/a, Certified, **JMT** – Very Good, n/a, **KBANK** - Excellent, Certified, **KCE** - Excellent, Certified, **KEX** – Very Good, Declared, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** - Excellent, Certified, **KTC** – Excellent, Certified, **LH** - Excellent, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MAKRO** – Excellent, Certified, **MC** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** - Excellent, Certified, **MTC** – Excellent, Certified, **NETBAY** – Very Good, n/a, **NRF** – Very Good, Declared, **OR** – Excellent, n/a, **ORI** – Excellent, Certified, **OSP** – Excellent, n/a, **PLANB** – Excellent, Certified, **PRINC** – Very Good, Certified, **PR9** – Excellent, Declared, **PSH** – Excellent, Certified, **PTT** - Excellent, Certified, **PTTEP** - Excellent, n/a, **PTTGC** - Excellent, Certified, **QH** – Excellent, Certified, **RAM** – n/a, n/a, **RBF** – Very Good, n/a, **RS** - Excellent, Declared, **RSP** – Good, n/a, **S** – Excellent, n/a, **SAK** – Very Good, Declared, **SAPPE** – Very Good, Certified, **SAWAD** – Very Good, n/a, **SCB** - Excellent, Certified, **SCC** – Excellent, Certified, **SCGP** – Excellent, Declared, **SECURE** – n/a, n/a, **SHR** – Excellent, n/a, **SIRI** – Excellent, Certified, **SPA** – Very Good, n/a, **SPALI** - Excellent, Certified, **SPRC** – Excellent, Certified, **SSP** - Good, Certified, **STEC** – Excellent, n/a, **SVI** – Excellent, Certified, **SYNEX** – Very Good, Certified, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIDLOR** – n/a, Certified, **TISCO** - Excellent, Certified, **TKN** – Very Good, n/a, **TOP** - Excellent, Certified, **TRUE** – Excellent, Certified, **TTB** - Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Excellent, Certified, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – n/a, n/a, **WICE** – Excellent, Certified, **WORK** – Good, n/a.

- CG Score 2021 from Thai Institute of Directors Association (IOD)

- Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 5, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.

Recommendation Framework	
<b>Stock Ratings</b>	Definition:
Add	The stock's total return is expected to exceed 10% over the next 12 months.
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.
<i>The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.</i>	
<b>Sector Ratings</b>	Definition:
Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.
<b>Country Ratings</b>	Definition:
Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.

