

EARNINGS RESULT 21 February 2012

## **BUY** (Unchanged)

Share price: Bt16.80

Target price: Bt20.70 (from 17.00)

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#### **Stock Information**

<u>Description</u>: The Company engages in developing and managing the industrial estate on the Eastern Seaboard of Thailand and in Vietnam. The Company, together with its subsidiaries, also provide a range of industrial utilities such as power, water, and natural gas.

Ticker:	AMATA
Shares Issued (mn):	1,067
Market Cap (Btmn):	17,926
Market Cap (US\$mn):	582.95
3-mth Avg. Daily Volume (mn):	115.31
SET Index:	1,135.92
Free float (%):	67.72
Major Shareholders:	%
Vicrom Grommadit	24.72
THAI NVDR	7.68

#### **Historical Chart**



#### **IMPORTANT NOTICE**

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## **Amata Corporation (AMATA)**

### Climbing higher continuing to grow

We have maintain our positive view on AMATA. Earnings for 4Q11 were Bt478m, up +183% yoy and +175% qoq and much higher than expected from the high level of land sales recognition, growth in utilities revenue, more efficient management and a low effective tax rate. Furthermore, AMATA has increased the presales target for 2012 to 4,000 rai (+157% yoy), up from 3,000 rai, and we have adjusted our projections for both 2012 and 2013. We are maintaining our Buy recommendation with an increased fair value to Bt20.70/share.

Higher than expected 4Q11 earnings. AMATA reported a higher than expected 4Q11 revenue of Bt15.67bn (+43% yoy and +108% qoq) on greater land transfers, growth in utilities, a higher gross margin of 52%, up from 45% in 4Q10 and 51% in 3Q11, and the lower tax rate with a more efficient cost management system contributing to better 4Q11 earnings of Bt478m (+183% yoy, +175% qoq). AMATA reported 2011 revenue at Bt3.748bn (+21% yoy), higher than expected at Bt3.115bn from recognition of 950 rai (Amata Nakorn 360 rai and Amata City rai 590). Earnings for 2011 were reported at Bt932m (+33.9% yoy) and higher than forecast at Bt642m.

Increased 2012 target to 4,000 rai. AMATA has adjusted the presales target for 2012 to 3,000 rai, up from 2,000 rai on top of the 1,000 rai from the Holley JV for a total of 4,000 rai, up +157% from the 1,555 rai in 2011. The Ytd presales are 156 rai at Amata City. We expect AMATA to reach this target due to the expansion from Chinese and Japanese investors primarily in the auto sector.

2012 and 2013 estimates adjusted upward to reflect sales growth. Due to the increased 2012 land sales target to be partly recognised this year, we have increased our revenue projection by 7% to Bt5.359bn (+43% yoy). The gross margin is expected to fall to 43% from 49.6% in 2011 due to the big lot land sales to Holley. However, the SG&A is estimated to decrease to 14% of revenue from 17% earlier, resulting in an increase in earnings from the original estimate by 15% to Bt1.101bn (+18% yoy). In 2013, another big lot land transaction will be made with Canadoil (to be recognised). Coupled with continued recognition from 2012 land sales, we have adjusted our revenue and earnings upward 24% and 19%, respectively, resulting in growth of 29% and 55% yoy.

Maintain Buy with a 2012 fair value of Bt20.70/share. We are positive on AMATA growth due to the higher land sales with the strong backlog support for growth in 2012-13, the JV with Holley (increased profit sharing), and the land expansion in Vietnam. Based on a forward 2012 PER of 20x, our new AMATA fair value is Bt20.70/share, up from Bt17.00/share and we maintain our Buy rating.

**AMATA – Summary Earnings Table** 

,, Land					
(Btmn)	2009	2010	2011	2012F	2013F
Revenue	2,035	3,096	3,748	5,359	6,908
EBITDA	483	1,162	1,429	1,796	2,573
Recurring Net Profit	147	668	932	1,101	1,705
Recurring Basic EPS (Bt)	0.14	0.63	0.87	1.03	1.60
EPS growth (%)	(68.8)	86.9	34.0	18.1	54.9
DPS (Bt)	0.10	0.30	0.39*	0.41	0.64
PER	48.1	25.8	19.2	16.3	10.5
EV / EBITDA (x)	47.1	19.5	17.0	12.8	8.6
Div Yield (%)	0.6	1.8	2.3	2.5	3.8
P/BV(x)	3.3	3.1	2.8	2.9	2.6
Net Gearing (%)	87	77	95	76	54
ROE (%)	4.8	10.7	14.7	16.6	24.5
ROA (%)	3.6	5.8	7.3	7.7	10.3
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Source: Company reports and KELIVE Research estimates.

Table 1: AMATA- Consolidated financial results

	4Q11	4Q10	% yoy	3Q11	% qoq	2010	2011	% Change
Sales	1,567	1,098	43%	752	108%	3,096	3,748	21.0%
Costs of Sales	745	602	24%	367	103%	1,637	1,889	15.4%
Gross Profit	823	496	66%	386	113%	1,460	1,859	27.4%
SG&A Expenses	270	207	30%	113	138%	505	620	22.8%
EBIT	1,092	702	56%	499	119%	1,964	2,479	26.2%
Interest Expenses	88	59	47%	76	15%	239	293	22.4%
Other Income (expenses)	47	18	155%	33	43%	82	176	113.7%
Pre-tax Profit	1,052	661	59%	456	131%	1,807	2,362	30.7%
Corporate Tax	38	15	159%	42	-11%	101	246	145.0%
Pre-exceptional Profit	1,014	647	57%	413	145%	1,707	2,115	24.0%
Extraordinary Items	-	0	n/a	-	n/a	28	0	0.0%
Minority Interest	(36)	(11)	218%	(38)	-4%	-83	-150	80.2%
Net Profit	478	169	183%	174	175%	696	932	33.9%
Normalised Profit	478	169	183%	174	175%	676	932	37.7%
EPS (Bt)	0.45	0.16	183%	0.16	175%	0.65	0.87	33.9%
Financial Ratio								
Gross Margin (%)	52%	45%		51%				
EBIT Margin (%)	17%	19%		15%				

Source: Company reports.

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INCOME STATEMENT (Btmn)					BALANCE SHEET (Btmn)				
	2010	2011	2012F	2013F		2010	2011	2012F	2013
Revenue	3,096	3,748	5,359	6.908	Fixed Assets	2,862	3,197	3,435	3,64
EBITDA	1.162	1,429	1,796	2,573	Other LT Assets	4,407	5,815	5,111	5,46
Depreciation & Amortisation	207	190	242	269	Cash/ST Investments	1,099	1,543	2,165	2,760
Operating Profit (EBIT)	1,037	1,415	1,710	2,472	Other Current Assets	11	70	100	129
Interest (Exp) / Inc	239	293	369	345	Total Assets	14,381	18,118	18,912	21,12
Associates	127	137	132	132				,	
One-offs	27.8	0.0	0.0	0.0	ST Debt	1,470	1,871	1,452	1,389
Pre-Tax Profit	798	1,122	1,341	2,128	Other Current Liabilities	1,147	1,443	2,139	2,708
Tax	173	177	228	362	LT Debt	2,707	4,147	3,626	3,469
Minority Interest	(83)	(150)	(145)	(193)	Other LT Liabilities	996	1,613	2,306	2,972
Net Profit	696	932	1,101	1,705	Minority Interest	(83)	(150)	(145)	(193
Recurring Net Profit	668	932	1,101	1,705	Shareholders' Equity	6,110	6,740	6,684	7,70
			.,	.,. ••	Total Liabilities-Capital	14,381	18,118	18,912	21,12
Revenue Growth %	52.1	21.0	43.0	28.9		·		·	
EBITDA Growth (%)	140.4	23.0	25.7	43.2	Share Capital (mn)	1,067	1,067	1,067	1,067
EBIT Growth (%)	89.3	36.5	20.8	44.6	Gross Debt / (Cash)	4,336	6,072	5,809	5,558
Net Profit Growth (%)	86.9	34.0	18.1	54.9	Net Debt / (Cash)	2,707	4,147	3,626	3,469
Recurring Net Profit Growth (%)	355.7	39.5	18.1	54.9	Working Capital	392	(958)	(610)	(951
Tax Rate %	21.7	15.7	17.0	17.0			, ,	, ,	
CASH FLOW (Btmn)					RATES & RATIOS				
	2010	2011	2012F	2013F		2010	2011	2012F	2013F
Profit before taxation	798	1,122	1,341	2,128	EBITDA Margin %	37.5	38.1	33.5	37.2
Depreciation	207	190	242	269	Op. Profit Margin %	33.5	37.8	31.9	35.8
Net interest receipts / (payments)	239	293	369	345	Net Profit Margin %	22.5	24.9	20.5	24.7
Working capital change	392	(958)	(610)	(951)	ROE %	10.7	14.7	16.6	24.5
Cash tax paid	173	177	228	362	ROA %	5.8	7.3	7.7	10.3
Others (exceptional items)	711	1,119	(27)	(395)	Net Margin Ex. El %	22.5	24.9	20.5	24.7
Cash flow from operations	2,520	1,942	1,543	1,757	Dividend Cover (x)	2.2	2.2	2.5	2.5
Capex	(284)	(524)	(480)	(480)	Interest Cover (x)	4.3	4.8	4.6	7.2
Disposals / (purchases)	Ô	0	Ô	0	Asset Turnover (x)	0.2	0.2	0.3	0.3
Others	(996)	(2,359)	0	0	Asset/Debt (x)	1.7	1.6	1.6	1.6
Cash flow from investing	(1,281)	(2,883)	(480)	(480)	Debtors Turn (days)	32.0	19.8	53.0	53.0
Debt raised / (repaid)	(48)	2,137	(681)	(315)	Creditors Turn (days)	71.7	73.4	45.0	45.0
Equity raised / (repaid)	Ô	0	Ò	Ò	Inventory Turn (days)	917.2	1004.7	625.0	605.0
Dividends (paid)	(320)	(416)	(440)	(682)	Net Gearing %	77.0	95.0	76.2	54.3
Interest payments	239	293	369	345	Debt / EBITDA (x)	7.1	8.0	6.7	5.1
Others	(961)	(470)	(369)	(345)	Debt / Market Cap (x)	0.6	0.8	0.9	0.9
Cash flow from financing	(1,089)	1,543	(1,122)	(996)		3.0	0.0	0.0	0.0
Change in cash	61	444	623	595					

Source: Company reports and KELIVE Research estimates.

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Adex = Advertising Expenditure

BV = Book Value

CAGR = Compounded Annual Growth Rate

Capex = Capital Expenditure CY = Calendar Year

DCF = Discounted Cashflow DPS = Dividend Per Share

EBIT = Earnings Before Interest And Tax

EBITDA = EBIT, Depreciation And Amortisation

EPS = Earnings Per Share

EV = Enterprise Value

FCF = Free Cashflow PE = Price Earnings PEG = PE Ratio To Growth FV = Fair Value

FY = Financial Year PER = PE Ratio

QoQ = Quarter-On-Quarter FYE = Financial Year End MoM = Month-On-Month ROA = Return On Asset NAV = Net Asset Value ROE = Return On Equity

NTA = Net Tangible Asset ROSF = Return On Shareholders' Funds P = Price WACC = Weighted Average Cost Of Capital

P.A. = Per Annum YoY = Year-On-Year PAT = Profit After Tax YTD = Year-To-Date

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#### **APPENDIX I**

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		S ASSOCIATION (I	IOD) CORPORATE	GOVERNANCE RI	PORTRATING 20	111		
ADVANC	BMCL	ICC	PS	ROBINS	THRE	Score Range	Number of Logo	Description
AOT	CPN	IRPC	PSL	RS	TIP	90 -1 00		Excellen
BAFS	CSL	KBANK	PTT	SAT	TIPCO	80-89	$\triangle \triangle \triangle \triangle$	Very Good
BANPU	EASTW	KK	PTTAR ***	SC	TISCO	70-79	$\triangle \triangle \triangle$	Good
BAY	EGCO	KTB	PTTCH ***	SCB	TKT	60-69	<b>A A</b>	S atisfactory
BBL	E RW	LPN	PTTEP	SCC	TMB	50-59		Pass
BCP	G RA MMY	MCOT	QH	SE-ED	TOP	Lowerthan 50	No Togo given	N/A
BKI	HEMRAJ	NM G	RATCH	SIS	*** PTTAR and	PTTCH are now PTTGC		
ACAP	BWG	GC	LANNA	NINE	S&P	SPPT	THCOM	TSTH
AF	CENTEL	GFPT	LH	NKI	SABINA	SSF	THIP	TTA
AMANAH	CGS	GLOW	LOXLEY	NOBLE	SAMCO	SSSC	TIC	TTW
AMATA	CIMBT	HA NA	LRH	O CC	SCCC	STA	TK	TUF
AP	CK	HMPRO	LST	OGC	SCG	STANLY	TMT	TVO
ASIMAR	CM	HTC	MA CO	OISHI	SCSMG	STEC	TNITY	TYM
ASP	CPALL	IFEC	MAJOR	PB	SEAFCO	susco	TNL	UAC
AYUD	CPF	INET	MAKRO	PG	SPF	SVI	TOG	UMI
BEC	CSC	INTUCH	MBK	PHATRA	SICCO*	SYMC	TPC	UP
BE CL	DELTA	IVL	MFC	PM	SINGER	SYNTEC	TRC	UPOIC
BFIT	DEMCO	JAS	MFEC	PR	SIRI	TASCO	TRT	UV
вн	DRT	KCE	MILL	PRANDA	SITHAI	TCAP	TRU	VNT
BIGC	DTAC	KEST **	MINT	P RG	SMT	TFD	TRUE	WACOAL
BJC	DTC	KGI	MK	PT	SNC	TFI	TSC	WAVE
BLA	E CL	KSL	MTI	PYLON	SPALI	THAI	TSTE	ZMICO
BROOK	FORTH	KW C	NBC	S&J	SPI			
BTS	GBX	L&E	NCH	** KEST is now	MBKET, * SICCO has	s been delisted		
$\triangle \triangle \triangle$								
28	BOL	DCC	IRC	MBAX	PHOL	SENA	TCP	TR
A	B RO CK	DRACO	IRCP	M-CHAI	PICO	SHANG	TEAM	TTCL
AEONTS	BSBM	EASON	IT	MCS	PL	SIAM	TF	TTI
AFC	BTNC	EIC	ITD	MDX	POST	SIMAT	TGCI	TWFP
AG E	CCET	ESSO	JTS	MJD	PPM	SKR	THANA	TWZ
AH	CFRESH	FE	JUTHA	MOONG	PREB	SMIT	THANI	TYCN
AHC	CHARAN	FOCUS	KASET	MPIC	PRECHA	SMK	TICON	UBIS
Al	CI	FSS	KDH	MSC	PRIN	SMM	TIW	UEC
AIT	CITY	GENCO	KH	NC	PTL	SPC	TKS	UO BKH
AJ	CMO	GFM	KKC	NEP	Q-CON	SPG	TLUXE	UPF
AKR	CMR	GL	KMC	NNCL	QLT	SST	TMD	US
AP RINT	CNS	GLAND	KTC	NSI	RASA	STAR	TNH	UT
APURE	CNT	GOLD	KWH	NTV	RCI	SUC	TNPC	UVAN
AS	CPI	GUNKUL	KYE	NWR	RCL	SVOA	TOPP	VARO
ASK	CPL	GYT	LALIN	O FM	RO JNA	SWC	TPA	VIBHA
BAT-3K	CRANE	HFT	LEE	PAF	RPC	SYNEX	TPAC	VNG
BGT	CSP	HT E CH	LHK	PAP	SAUCE	TBSP	TPCORP	WG
BLAND	CSR	IFS	MATCH	PATO	SCBLIF	TCB	TPIPL	WORK
BNC	CTW	ILINK	MATI	P DI	SCP	TCC	TPP	YUASA

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