WHA Corporation (WHA TB)

Data Centre Momentum Builds Into 2027

Highlights

- We attended WHA's 3Q26 analyst meeting which had a slightly positive tone.
- We expect stronger land transfers in 4Q26 and improving data centre demand to support earnings growth in 2027.
- Maintain BUY with an unchanged target price of Bt6.10.

Analysis

- **Slightly positive from the meeting.** We attended WHA Corporation's (WHA) 3Q26 analyst meeting and came away with a slightly positive view.
- **Land transfers to accelerate in 4Q26.** WHA maintained its 2026 land sales target despite potential delays in Vietnam. Management expects land sales and transfers to accelerate in 4Q26, supported by large data centre transactions. Looking ahead, we expect stronger land transfers and higher-margin contributions from Eastern Seaboard Industrial Estate 5 (ESIE5) to support earnings growth in 4Q26 and continued growth in 2027.
- **Logistics demand remains strong.** WHA remains confident of achieving its 2026 logistics leasing target of 200,000 sqm. Management expects to sign an additional 70,000 sqm of contracts during 4Q26. Most new contracts are built-to-suit projects while demand for ready-built factories remains strong. WHA also has approximately 1,000 rai of industrial-zoned land in Samut Prakan, which should support logistics expansion over the next 10 years.
- **Vietnam land sales expect to recover 2027.** Vietnam land sales remain subdued as Chinese investors continue to delay investment decisions. However, management sees improving demand at Thanh Hoa Smart Technology Industrial Park with one customer has already signed a contract and is preparing to begin construction. Management expects Vietnam land sales to recover in 2027, supported by stronger customer inquiries and greater focus on South Korean investors.

Key Financials

Year to 31 Dec (Btm)	2024	2025	2026F	2027F	2028F
Net turnover	11,334.8	15,264.9	13,364.4	16,543.2	19,038.5
EBITDA	5,065.4	5,964.2	5,518.0	7,204.3	7,899.5
Operating profit	4,150.4	4,935.1	3,835.9	5,459.1	5,974.4
Net profit (rep./act.)	4,359.4	5,135.0	4,145.6	5,361.0	5,635.5
Net profit (adj.)	4,359.4	5,135.0	4,145.6	5,361.0	5,635.5
EPS	0.3	0.3	0.3	0.4	0.4
PE (x)	17.5	14.8	18.4	14.2	13.5
P/B (x)	2.2	2.1	2.0	1.9	1.8
EV/EBITDA (x)	21.8	19.0	19.2	14.9	13.9
Dividend yield (%)	3.7	4.1	3.3	4.4	4.6
Net margin (%)	38.5	33.6	31.0	32.4	29.6
Net debt/(cash) to equity(%)	88.4	89.8	66.3	65.6	66.8
Interest cover (x)	47.2	9.2	22.1	21.8	21.3
Consensus net profit	n.a	n.a	4,909.9	5,581.7	5,548.5
UOBKH/Consensus (x)	n.a	n.a	0.8	1.0	1.0

Source: WHA Corporation, Bloomberg, UOB Kay Hian

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BUY (Maintained)

Share Price	Bt4.96
Target Price	Bt6.10
Upside	22.98%

Stock Data

Sector	Real Estate
Bloomberg ticker	WHA TB
Shares issued (m)	14,946.8
Market cap (Btm)	74,734.2
Market cap (US$m)	2,204.7
3-mth avg daily t'over (US$m)	15.6

Price Performance (%)

52-week high/low				Bt5.4/Bt3.1
1mth	3mth	6mth	1yr	YTD
0.0	4.2	9.6	59.2	52.4

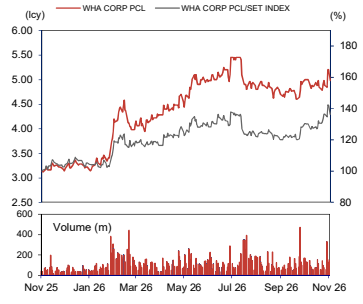
Major Shareholders (%)

Miss Jareeporn Jarukornsakul	23.49
Miss Chatchamol Anantaprayoon	9.07

Balance Sheet Metrics

FY26 NAV/Share (Bt)	2.6
FY26 Net Debt/Share (Bt)	1.7

Price Chart



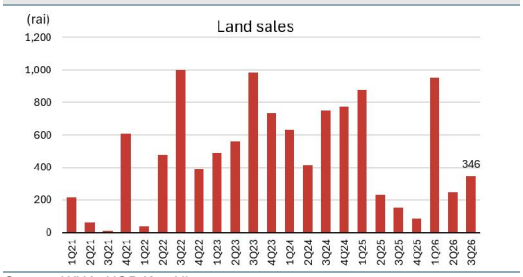
Source: Bloomberg

Company Description

WHA is one of Thailand's leaders in integrated logistics services, operating through five core business units: Logistics, industrial development, utilities and power, and digital and mobility. The company operates in Thailand and Southeast Asia.

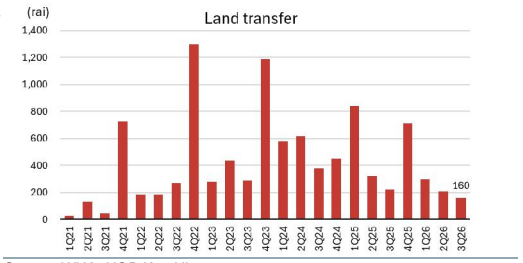
- **WHA's Saraburi expansion targets high-tech industries.** WHA continues to see growing demand from electronics, semiconductors and photonics manufacturers. The company is developing its Saraburi industrial estate to capture investment in these industries. The project is currently undergoing land zoning amendments, with approval expected by mid-27. Construction could begin in late 2027-28. WHA also sees additional opportunities from EV batteries and robotics manufacturers. We see Saraburi as a potential medium-term growth driver for WHA, with higher-margin land sales supported by its relatively low historical land acquisition costs.
- **Data centre park offers new growth opportunities.** WHA is exploring the development of a dedicated data centre park to capture growing investment demand. The project could adopt two business models: Land sales for customers to develop their own facilities and built-to-suit developments for leasing. WHA also aims to attract related supply chain businesses and explore opportunities for AI training centres. With discussions among large data centre operators gradually resuming, we expect the project to support future land sales and generate additional recurring income from leasing and utilities.
- **Power expansion offers long-term growth opportunities.** WHA sees opportunities to expand its power business through WHAUP, which targets 1-2 GW of potential capacity under the upcoming PDP over the first 12 years. This represents potential investment of approximately Bt40b. However, near-term earnings contributions from WHAUP could face pressure in 4Q26 as SPP gas spreads are expected to narrow further from Bt0.49/kWh in 3Q26.

Land Sales



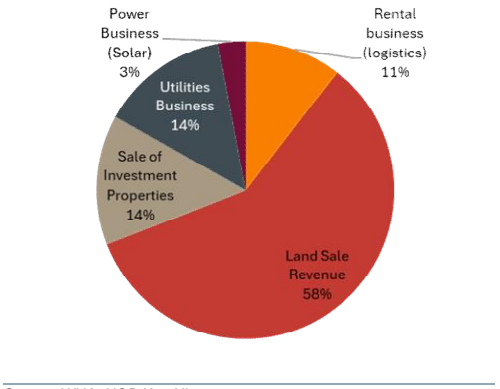
Source: WHA, UOB Kay Hian

Land Transfer



Source: WHA, UOB Kay Hian

Revenue Breakdown



Source: WHA, UOB Kay Hian

Valuation/Recommendation

- **Maintain BUY with an unchanged target price of Bt6.10.** Our target price is based on the SOTP methodology. We value its core businesses (industrial development and logistics) at Bt7.05/share, with industrial development valued at 14.6x 2027F PE (+1SD to the industrial development historical average) and the logistics business valued using GNAV with a logistics and warehouse capitalisation rate of 8%, in line with Thailand's warehouse industry average. Meanwhile, investments in associates are valued at Bt1.93/share based on 16x 2027F PE (-0.5SD to the utility and power business).

Earnings Revision/Risk

- We revised our 2026 earnings forecast by 15% following the weaker-than-expected 3Q26 results. Meanwhile, we fine-tuned our 2027-28 earnings forecasts by 1.7% and 1.9% respectively. We expect WHA's earnings outlook to improve from 2027 onwards, supported by higher industrial land selling prices and easing margin pressure from lower-margin land transfers.

Share Price Catalyst

a) Higher-than-expected land presales volume, and b) continued FDI momentum driven by the relocation theme.

Environment, Social, Governance (ESG) Updates

CG Report: 5
SET ESG Rating: AAA

Environmental

- Focuses on conducting business operations in harmony with surrounding communities and the environment, with an emphasis on sustainability.

Social

- Starting to integrate the vision of "Future of Work" into its workforce strategy, to be inclusive, and to develop employees both personally and professionally, as well as prepare them for future challenges.

Governance

Transparency, accountability, responsibility, and fairness serve as the foundation for the development of core corporate governance principle.

Profit & Loss

Year to 31 Dec (Btm)	2025	2026F	2027F	2028F
Net turnover	**15,265**	**13,364**	**16,543**	**19,038**
EBITDA	5,964	5,518	7,204	7,900
Deprec. & amort.	1,029	1,682	1,745	1,925
EBIT	4,935	3,836	5,459	5,974
Associate contributions	1,800	835	1,135	912
Net interest income/(expense)	(646)	(250)	(330)	(370)
Pre-tax profit	**6,089**	**4,421**	**6,264**	**6,516**
Tax	(553)	(463)	(438)	(456)
Minorities	(401)	(550)	(464)	(424)
Net profit	**5,135**	**4,146**	**5,361**	**5,636**
Net profit (adj.)	5,135	4,146	5,361	5,636

Balance Sheet

Year to 31 Dec (Btm)	2025	2026F	2027F	2028F
Fixed assets	25,456	25,641	26,410	26,998
Other LT assets	50,524	50,524	50,524	50,524
Cash/ST investment	3,561	9,645	8,012	9,098
Other current assets	21,863	17,621	21,479	26,564
Total assets	**101,404**	**103,432**	**106,425**	**113,184**
ST debt	1,150	1,150	1,150	1,150
Other current liabilities	16,653	17,987	19,028	20,222
LT debt	35,563	34,063	33,513	36,513
Other LT liabilities	7,439	7,439	7,439	7,439
Shareholders' equity	36,911	38,555	40,592	42,734
Minority interest	3,689	4,239	4,703	5,127
Total liabilities & equity	**101,404**	**103,432**	**106,425**	**113,184**

Cash Flow

Year to 31 Dec (Btm)	2025	2026F	2027F	2028F
Operating	**(537)**	**11,953**	**4,754**	**4,094**
Pre-tax profit	6,089	4,421	6,264	6,516
Tax	(553)	(463)	(438)	(456)
Deprec. & amort.	1,029	1,682	1,745	1,925
Working capital changes	(6,369)	5,575	(2,816)	(3,891)
Non-cash items	(342)	0	0	0
Other operating cashflows	(391)	737	0	0
Investing	**(1,878)**	**(1,867)**	**(2,514)**	**(2,514)**
Capex (growth)	(1,570)	(1,867)	(2,514)	(2,514)
Investments	(230)	0	0	0
Others	(78)	0	0	0
Financing	**(2,201)**	**(4,001)**	**(3,874)**	**(494)**
Dividend payments	(2,849)	(2,501)	(3,324)	(3,494)
Issue of shares	0	0	0	0
Proceeds from borrowings	929	(1,500)	(550)	3,000
Loan repayment	(207)	0	0	0
Others/interest paid	(73)	0	0	0
Net cash inflow (outflow)	**(4,616)**	**6,085**	**(1,634)**	**1,086**
Beginning cash & cash equivalent	**8,176**	**3,561**	**9,645**	**8,012**
Ending cash & cash equivalent	**3,561**	**9,645**	**8,012**	**9,098**

Key Metric

Year to 31 Dec (%)	2025	2026F	2027F	2028F
Profitability				
EBITDA margin	39.1	41.3	43.6	41.5
Pre-tax margin	39.9	33.1	37.9	34.2
Net margin	33.6	31.0	32.4	29.6
Growth				
Turnover	60.4	40.5	73.9	100.1
EBITDA	81.7	68.1	119.5	140.7
Pre-tax profit	48.9	8.1	53.2	59.3
Net profit	57.2	26.9	64.1	72.5
Net profit (adj.)	17.8	(19.3)	29.3	5.1
EPS	50.7	21.6	57.3	65.3
Leverage				
Debt to total capital	90.4	82.3	76.5	78.7
Debt to equity	99.5	91.3	85.4	88.1
Net debt/(cash) to equity	89.8	66.3	65.6	66.8
Interest cover	9.2	22.1	21.8	21.3

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