EQUITY RESEARCH - RESULTS FLASH

BANGKOK AIRWAYS

THAILAND / TRANSPORT & LOGISTICS







TARGET PRICE THB22.00 **CLOSE** THB16.80 **UP/DOWNSIDE** +31.0% **TP vs CONSENSUS** +10.2%

1Q24 results at first glance

BA reported a surprising new record high core profit of THB1.8b in 1Q24, a big beat of our estimate by 72%

Highlights

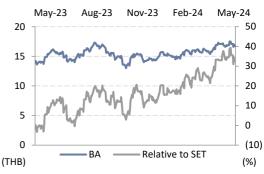
- BA's core profit jumped by 116% y-y to THB1.8b in 1Q24, beating our estimate of THB1.0b mainly due to higher-than-expected average ticket fares of THB4,406 (vs our estimate of THB4,040). The core profit also hit a new high compared to the previous record of THB1.5b in 1Q16.
- Including an FX gain of THB79m, net profit was THB1.9b.
- Revenue grew by 37% y-y, beating our estimate by 13%.
- Passenger revenue recovered to 99% of the pre-Covid level despite the passenger volume recovering to 76% of the pre-Covid level. ASK also recovered to 55% of the pre-Covid level. Passenger yield improved to THB6.9/passenger-km, exceeding pre-Covid by 47% thanks to a strong load factor of 88% (vs 87% in 1Q23). Ticket fares increased by 18% y-y to THB4,406, exceeding the pre-Covid level by
- Revenue from the airport and airport-related business grew by 30% y-y and surpassed the pre-Covid level by 10%.
- Expenses jumped by 20% y-y in 1Q24 mainly due to a 29% increase in fuel expenses. Non-fuel expenses increased by 18% y-y mainly from a rise in personnel expenses by 30% y-y and passenger service expenses by 25% y-y. As a result, the operating profit margin surged to 26% (vs 15% in 1Q23).
- Share income grew by 30% y-y to THB159m, led by the cargo
- 1Q24 core profit accounted for 77% of our 2024 core profit forecast of THB2.3b.

Outlook and valuation

- We expect strong core profit growth y-y in 2Q24, driven by Samui. Note that the Samui passenger volume should grow by 8% y-y in April and remain above the pre-Covid level.
- We see a significant upside to our 2024 earnings forecast from the strong ticket fares and operating profit margin in 1Q24. BA's 2024 P/E multiple may narrow to only 11-13x from our potentially revised core profit.
- BA will hold its analyst meeting on 20 May.

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	19,681	22,950	23,814	24,290
Net profit	3,110	2,342	2,502	2,657
EPS (THB)	1.48	1.12	1.19	1.27
vs Consensus (%)	-	15.6	11.6	(7.5)
EBITDA	2,841	3,635	3,778	3,766
Recurring net profit	1,653	2,342	2,502	2,657
Core EPS (THB)	0.79	1.12	1.19	1.27
EPS growth (%)	nm	41.7	6.8	6.2
Core P/E (x)	21.3	15.1	14.1	13.3
Dividend yield (%)	6.0	7.0	7.2	7.5
EV/EBITDA (x)	17.8	13.6	12.9	12.7
Price/book (x)	2.1	2.0	2.0	2.0
Net debt/Equity (%)	91.8	82.1	78.3	73.0
ROE (%)	9.8	13.7	14.5	15.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(2.9)	6.3	18.3
Relative to country (%)	(0.3)	7.6	35.4
Mkt cap (USD m)			960
3m avg. daily turnover (USD	m)		1.5
Free float (%)			41
Major shareholder	Prasarttong-	Osoth Puttip	ong (25%)
12m high/low (THB)		1	7.60/12.70
Issued shares (m)			2,100.00

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: BA – 1Q24 results summary

	1Q23	2Q23	3Q23	4Q23	1Q24	Chan	ge	2024E
	(THB m)	(q-q %)	(y-y %)	(THB m)				
Sales	5,273	4,357	4,978	5,072	7,241	43	37	22,950
- Passenger revenue	4,123	3,267	3,742	3,782	5,749	52	39	17,574
- Other revenue	1,151	1,089	1,236	1,290	1,492	16	30	5,376
Expense	(4,468)	(4,172)	(4,451)	(5,523)	(5,358)	(3)	20	(20,984)
- Fuel and oil	(816)	(649)	(861)	(1,004)	(1,056)	5	29	(4,194)
- Non-fuel operating expenses	(3,652)	(3,523)	(3,590)	(4,519)	(4,302)	(5)	18	(16,790)
Operating Profit	805	184	528	(451)	1,884	(518)	134	1,966
Dividend income	0	310	340	0	0	1	(33)	533
Net other income	426	297	294	312	507	63	19	1,380
Interest income	12	24	34	78	51	(34)	312	136
Interest expense	(543)	(546)	(543)	(536)	(537)	0	(1)	(1,998)
Pretax profit	701	270	653	(597)	1,905	(419)	172	2,016
Income Tax	13	(0)	0	0	(263)			(331)
Associates	122	170	157	162	159	(2)	30	656
Minority interest	(4)	3	1	2	(6)	(362)	45	2
Core profit	831	442	811	(432)	1,794	(515)	116	2,342
Extraordinaries	44	227	1,100	86	79			C
- FX	44	(3)	14	(14)	79			0
- Derivative	0	0	0	0	0			0
- Others	0	230	1,086	100	0			0
Net profit	875	670	1,911	(346)	1,873	(642)	114	2,342
Shares out (end Q, m)	2,100	2,100	2,100	2,100	2,100	0	0	2,100
Pre-ex EPS	0.40	0.21	0.39	(0.21)	0.85	(515)	116	1.12
EPS	0.42	0.32	0.91	(0.16)	0.89	(642)	114	1.12
Depreciation	(494)	(438)	(436)	(407)	(391)	(4)	(21)	(1,670)
EBITDA	1,299	623	964	(43)	2,275	(5,336)	75	3,635
Key ratios						(ppt)	(ppt)	
Operating profit margin (%)	15	4	11	(9)	26	35	11	9
EBITDA margin (%)	25	14	19	(1)	31	32	7	16
Net profit margin (%)	17	15	38	(7)	26	33	9	10
Operating stats								
Passenger carried (m)	1.11	0.91	0.98	0.97	1.30			
Load factor (%)	87	75	78	76	88			
RPK (m seats-km)	706	560	595	622	836			
ASK (m seats-km)	811	744	764	816	945			
Average fare (THB)	3,734	3,531	3,803	3,947	4,406			
RASK (THB)	5.8	5.0	5.5	5.3	6.8			
CASK (THB)	4.7	4.7	4.9	6.2	4.8			
CASK ex-fuel (THB)	3.7	3.8	3.8	5.0	2.0			

Sources: BA; FSSIA estimates

Exhibit 2: Load factor

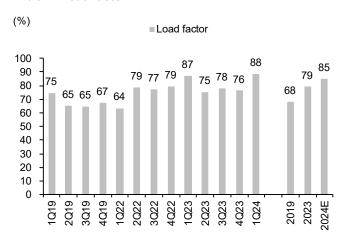
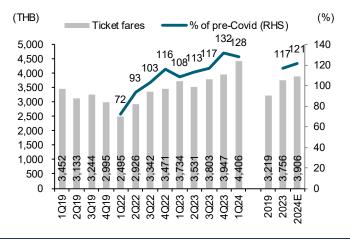


Exhibit 3: Ticket fares



Sources: BA; FSSIA estimates Sources: BA; FSSIA estimates

Financial Statements

Bangkok Airways

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	11,305	19,681	22,950	23,814	24,290
Cost of goods sold	(11,524)	(15,622)	(17,645)	(18,297)	(18,774)
Gross profit	(219)	4,059	5,305	5,517	5,515
Other operating income	-	-	-	-	-
Operating costs	(2,097)	(2,992)	(3,339)	(3,465)	(3,534)
Operating EBITDA	115	2,841	3,635	3,778	3,766
Depreciation	(2,431)	(1,775)	(1,670)	(1,727)	(1,785)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	(2,316)	1,066	1,966	2,052	1,981
Net financing costs	(1,475)	(2,018)	(1,862)	(1,754)	(1,614)
Associates	489	612	656	668	681
Recurring non-operating income	1,916	2,590	2,568	2,660	2,782
Non-recurring items	(137)	1,457	0	0	0
Profit before tax	(2,013)	3,095	2,672	2,958	3,149
Гах	(114)	13	(331)	(458)	(494)
Profit after tax	(2,127)	3,108	2,340	2,500	2,655
Minority interests	16	2	2	2	2
Preferred dividends	-	-	-	-	
Other items	-	-	-	-	-
Reported net profit	(2,112)	3,110	2,342	2,502	2,657
Non-recurring items & goodwill (net)	137	(1,457)	0	0	0
Recurring net profit	(1,974)	1,653	2,342	2,502	2,657
Per share (THB)					
Recurring EPS *	(0.94)	0.79	1.12	1.19	1.27
Reported EPS	(1.01)	1.48	1.12	1.19	1.27
OPS .	0.00	1.00	1.17	1.21	1.26
Diluted shares (used to calculate per share data)	2,100	2,100	2,100	2,100	2,100
Growth					
Revenue (%)	316.1	74.1	16.6	3.8	2.0
Operating EBITDA (%)	nm	2,381.2	27.9	3.9	(0.3)
Operating EBIT (%)	nm	nm	84.4	4.4	(3.4)
Recurring EPS (%)	nm	nm	41.7	6.8	6.2
Reported EPS (%)	nm	nm	(24.7)	6.8	6.2
Operating performance					
Gross margin inc. depreciation (%)	(1.9)	20.6	23.1	23.2	22.7
Gross margin exc. depreciation (%)	19.6	29.6	30.4	30.4	30.1
Operating EBITDA margin (%)	1.0	14.4	15.8	15.9	15.5
Operating EBIT margin (%)	(20.5)	5.4	8.6	8.6	8.2
Net margin (%)	(17.5)	8.4	10.2	10.5	10.9
Effective tax rate (%)	(4.8)	(1.3)	16.4	20.0	20.0
Dividend payout on recurring profit (%)	-	127.1	104.8	102.0	99.5
nterest cover (X)	(0.3)	1.8	2.4	2.7	3.0
nventory days	18.1	12.6	12.0	12.7	12.7
Debtor days	25.1	24.6	27.1	31.4	32.6
Creditor days	50.7	46.3	49.7	53.6	53.9
Operating ROIC (%)	(19.2)	11.7	23.3	26.7	28.8
ROIC (%)	(0.9)	8.5	10.4	10.6	10.9
ROE (%)	(13.2)	9.8	13.7	14.5	15.3
ROA (%)	(0.8)	6.2	6.7	6.9	7.2
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Air fares	8,451	14,914	17,574	17,887	18,506
Revenue from sales and services	2,534	4,270	4,734	5,107	5,233
Freight	76	62	105	179	185
Passenger services	244	436	537	641	366
Sources: Bangkok Airways; FSSIA estimates	Z 111	430	551	U 4 I	300

Sources: Bangkok Airways; FSSIA estimates

Financial Statements

Bangkok Airways

Dangkok Ali ways					
Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	(1,974)	1,653	2,342	2,502	2,657
Depreciation	2,431	1,775	1,670	1,727	1,785
Associates & minorities	-	-	-	-	-
Other non-cash items	1,005	(6,858)	(2)	(2)	(2)
Change in working capital	1,573	1,037	674	35	161
Cash flow from operations	3,035	(2,393)	4,685	4,262	4,602
Capex - maintenance	(960)	(2,443)	(1,147)	(1,191)	(1,214)
Capex - new investment Net acquisitions & disposals	(8,433)	34,113	0	0	0
Other investments (net)	(0,400)	-	-	-	-
Cash flow from investing	(9,393)	31,670	(1,147)	(1,191)	(1,214)
Dividends paid	0	(1,049)	(2,100)	(2,455)	(2,551)
Equity finance	(101)	(9,219)	0	0	0
Debt finance	5,804	(4,092)	(1,834)	(2,302)	(2,298)
Other financing cash flows	5,177	(7,936)	0	0	0
Cash flow from financing	10,880	(22,296)	(3,934)	(4,757)	(4,850)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0 0	0 0	0 0	0 0	0 0
Net other adjustments Movement in cash	4,521	6,982	(397)	(1,686)	(1,463)
Free cash flow to firm (FCFF)	(4,869.16)	31,444.66	5,535.27	4,956.96	5,116.44
Free cash flow to equity (FCFE)	4,622.05	17,249.26	1,703.33	769.47	1,088.62
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Per share (THB) FCFF per share	(2.32)	14.97	2.64	2.36	2.44
FCFF per share FCFE per share	(2.32)	8.21	2.64 0.81	2.36 0.37	0.52
Recurring cash flow per share	0.70	(1.63)	1.91	2.01	2.11
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	24,954	22,737	23,885	25,075	26,290
Less: Accumulated depreciation Tangible fixed assets (net)	(10,561) 14,393	(10,427) 12,310	(12,097) 11,788	(13,824) 11,252	(15,609) 10,681
Intangible fixed assets (net)	14,393	0	0	0	0,001
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	37,401	6,039	6,039	6,039	6,039
Cash & equivalents	6,647	13,629	13,232	11,546	10,084
A/C receivable	1,185	1,472	1,931	2,169	2,169
Inventories	465	489	564	585	600
Other current assets	312	484	564	586	597
Current assets	8,608	16,074	16,292	14,886	13,450
Other assets	1,844	23,459	23,459	23,459	23,459
Total assets	62,246	57,881	57,577	55,636	53,629
Common equity	16,818	16,984	17,226	17,273	17,379
Minorities etc. Total shareholders' equity	(55) 16,764	(76) 16,908	(78)	(80)	(82)
Long term debt	32,468	27,546	17,148 25,712	17,193 23,411	17,297 21,112
Other long-term liabilities	6,651	4,714	4,714	4,714	4,714
Long-term liabilities	39,120	32,260	30,426	28,125	25,826
A/C payable	1,558	1,958	2,390	2,479	2,542
Short term debt	768	1,598	1,598	1,598	1,598
Other current liabilities	4,037	5,158	6,014	6,241	6,365
Current liabilities	6,362	8,714	10,003	10,318	10,505
Total liabilities and shareholders' equity	62,246	57,881	57,577	55,636	53,629
Net working capital	(3,633)	(4,670)	(5,345)	(5,380)	(5,541)
Invested capital	50,004	37,137	35,941	35,370	34,638
* Includes convertibles and preferred stock which is be	eing treated as debt				
Per share (THB)					
Book value per share	8.01	8.09	8.20	8.23	8.28
Tangible book value per share	8.01	8.09	8.20	8.23	8.28
Financial strength					
Net debt/equity (%)	158.6	91.8	82.1	78.3	73.0
Net debt/total assets (%)	42.7	26.8	24.5	24.2	23.5
Current ratio (x)	1.4	1.8	1.6	1.4	1.3
CF interest cover (x)	4.1	9.5	1.9	1.4	1.7
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	(17.9)	21.3	15.1	14.1	13.3
Recurring P/E @ target price (x) *	(23.4)	28.0	19.7	18.5	17.4
Reported P/E (x)	(16.7)	11.3	15.1	14.1	13.3
Dividend yield (%)	- 2.1	6.0	7.0	7.2	7.5
	2.1	2.1	2.0	2.0	2.0 2.0
Price/topsible book (x)		2.4			
Price/tangible book (x)	2.1	2.1 17.8	2.0	2.0	
Price/tangible book (x) EV/EBITDA (x) **	2.1 539.8	17.8	13.6	12.9	12.7
Price/tangible book (x)	2.1				

Sources: Bangkok Airways; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodolog	у			Rating				
The Dow Jones Sustainability Indices (<u>DJSI</u>) By S&P Global	process bas from the ann	ed on the comp nual S&P Globa	ransparent, rules-based oanies' Total Sustainabili al Corporate Sustainabilit unies within each industry	ity Scores resulting ty Assessment (CSA).	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.				
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	managing b Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tra must pass the partrading of the shareholders, some key disque ependent direct related to CG,	ity in Environmental and ansparency in Governand preemptive criteria, with e board members and en and combined holding or alifying criteria include: 1 ors and free float violatic social & environmental in arnings in red for > 3 yea	ce, updated annually. two crucial conditions: kecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 4) equity in	To be eligible for <u>THSI inclusion</u> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <u>SETTHSI Index</u> is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight maximum, and no cap for number of stocks.				
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (SI	the Thai IOD, v	in sustainable developn vith support from the Sto s are from the perspectiv s.	ck Exchange of	Good (80-89), and not rated for equitable treater	3 for Good (70 or scores belo ment of sharel 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings nolders (weight 2 ssure & transpare	60-69), 1 for P s include: 1) th 5% combined	ass (60-69), ne rights; 2) an); 3) the role o
AGM level By Thai nvestors Association (TIA) with support from the SEC	treatment ar transparent out of five th criteria cove date (45%), circulation of s exercised. The and verifiability	re incorporated and sufficiently are CG componer AGM procedu and after the most action of the control of the co	hich shareholders' rights into business operations disclosed. All form impo ents to be evaluated annuares before the meeting (neeting (10%). (The first as ion for voting; and 2) facilitating its 1) the ease of attending mess for Q&A. The third involves, resolutions and voting res	s and information is ortant elements of two ually. The assessment (45%), at the meeting ssesses 1) advance ing how voting rights can be eetings; 2) transparency s the meeting minutes that			o four categories: · (80-89), and not		· //
Fhai CAC By Thai Private Sector Collective Action Against Corruption CAC)	establishme policies. The (Companies of Declaration of Certification, in managers and	nt of key control ce Certification is deciding to become intent to kick off a notuding risk asse	checklist include corruptions, and the monitoring and so good for three years. The a CAC certified member stan 18-month deadline to subsessment, in place of policy and bilishment of whistleblowing stakeholders.)	nd developing of art by submitting a mit the CAC Checklist for ad control, training of	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.				
Morningstar Sustainalytics	based on ar risk is unma	n assessment o naged. <i>Sources</i>	sk rating provides an ove f how much of a compan to be reviewed include corpo er media, NGO reports/webs			score is the sum higher ESG risk		ed risk. The	
		ompany feedback uality & peer revie	r, ESG controversies, issuer t ews.	feedback on draft ESG	NEGL 0-10	Low 10-20	Medium 20-30	High 30-40	Severe 40+
ESG Book	positioned to the principle helps explai over-weighti	o outperform ov of financial ma n future risk-ad	ustainable companies the ver the long term. The me ateriality including informa justed performance. Mat h higher materiality and in ty basis.	ethodology considers ation that significantly teriality is applied by	scores using m	ateriality-base	ated as a weight d weights. The s ndicating better p	core is scaled	
MSCI				anagement of financially their exposure to ESG ris					nethodology to
	AAA	8.571-10.000							
	AA	7.143-8.570	Leader:	leading its industry in m	anaying trie most s	igiiiiicatti ESG fi	sks and opportunitie	75	
	Α	5.714-7.142		a material of	al described in the state of th			de en l	
	BBB	4.286-5.713	Average:	a mixed or unexceptional industry peers	ai track record of m	anaging the mos	st significant ESG ris	sks and opportu	nities relative to
	ВВ	2.857-4.285		, .					
	В	1.429-2.856	Laggard:	lagging its industry base	ed on its high expos	ure and failure t	o manage significar	nt ESG risks	
	CCC	0.000-1.428	99*****	55 5 ··· ··· ·· · · · · · · · · · · · ·	g., s.,poc		gg3di		
Moody's ESG colutions	believes tha	t a company int		take into account ESG of to its business model and medium to long term.					
Refinitiv ESG rating	based on pu	ıblicly available	and auditable data. The	a company's relative ES score ranges from 0 to re 0 to 25 = poor; >25 to 50	100 on relative E	SG performar	nce and insufficie	nt degree of t	
S&P Global				suring a company's perfo sification. The score ran			of ESG risks, op	portunities, ar	impacts
Bloomberg	ESG Score		score is based on Bloom	ating the company's aggi nberg's view of ESG fina the weights are determin	ncial materiality.	The score is	a weighted gener	ralized mean	(power mean)
	of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best. ESG Disclosure Score Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.								

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

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Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

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History of change in investment rating and/or target price



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
04-Jun-2021 25-Jun-2021 01-Sep-2022	BUY BUY BUY	10.00 16.00 15.00	20-Oct-2022 25-Jan-2023 22-May-2023	BUY BUY BUY	15.60 18.00 20.00	28-Aug-2023	BUY	22.00

Teerapol Udomvej, CFA started covering this stock from 04-Jun-2021

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Bangkok Airways	ВА ТВ	THB 16.80	BUY	Downside risks to our SoTP-based TP include 1) extraordinary events such as political turmoil and natural disasters; 2) higher-than-expected fuel expenses following an increase in oil prices; and 3) the slower-than-expected recovery of international tourist numbers.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 10-May-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / current price.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.