

## NAMWIWAT MEDICAL CORPORATION

## NAM TB

THAILAND / PERSONAL PRODUCTS &amp; PHARMACEUTICALS

BUY

UNCHANGED

## 1Q24 results at first glance

TARGET PRICE	THB6.00
CLOSE	THB5.00
UP/DOWNSIDE	+20.0%
TP vs CONSENSUS	-12.8%

กำไรสุทธิ 1Q24 -74%q-q, -77%y-y ต่ำคาดมากจากรายการพิเศษ

## Highlights

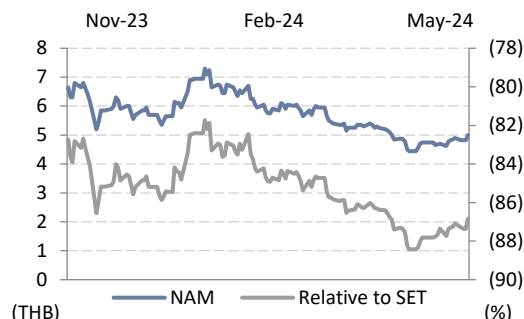
- กำไรสุทธิ 1Q24 ที่ 13 ลบ. -74% q-q, -77% y-y ผิดหวังและต่ำกว่าที่เราคาดไว้ที่ 45 ลบ. หลักๆ มาจาก 3 รายการพิเศษ คือ 1) ค่าใช้จ่ายในการบริหารเพิ่มขึ้น 40% y-y มีการตั้งสำรองค่าเผื่อหนี้สงสัยจะสูญที่ยังไม่ได้รับชำระค่าสินค้าจากลูกหนี้การค้า 12.4 ลบ. แต่อย่างไรก็ตามบริษัทคาดว่าจะสามารถรับชำระจากลูกหนี้ภาครัฐนี้ได้ภายในปีนี้ และ 2) ต้นทุนในการจัดจำหน่ายเพิ่มขึ้น 16.7% y-y จากค่าตอบแทนในรูปแบบคอมมิชชั่นแก่พนักงาน ซึ่งมีการให้ค่าคอมมิชชั่นจากการขายสินค้า รวมถึงการให้บริการบำรุงรักษาและซ่อมบำรุง ค่ารับรองและประชาสัมพันธ์ส่งเสริมการขาย สอดคล้องกับนโยบายการตลาดในเชิงรุกตลาดโรงพยาบาลเอกชนเพิ่มขึ้นเพื่อชดเชยตลาดโรงพยาบาลรัฐที่ซบเซา จากการจัดทำงบประมาณประจำปี 2567 ที่ล่าช้ามาก
- ส่วนรายได้รวมลดลง -6% q-q, -28% y-y ตามคาด เนื่องจากงบประมาณภาครัฐประจำปี 2567 ยังไม่ได้ประกาศใช้และงานรับเหมาก่อสร้างยังไม่มีโครงการใหม่ทำให้มีรายได้จากงานก่อสร้างใน 1Q24 ขณะที่อัตรากำไรขั้นต้นยังทำได้ดีและเป็นไปตามคาด

## Outlook

- แนวโน้ม 2Q24 อาจยังไม่สดใส แม้งบประมาณปี 2567 เริ่มประกาศใช้แต่ยังต้องใช้เวลาในการจัดซื้อจัดจ้างและประมวลงาน และคาดหวังลูกหนี้จะสามารถกลับมาชำระหนี้คืนภายในปีนี้ที่ตั้งสำรองไว้ใน 1Q24
- เราเห็น downside ในประมาณการของเรา จากค่าใช้จ่ายในการขายและบริหารใน 1Q24 เพิ่มขึ้นอย่างมีนัยสำคัญ แนวโน้มกำไร 1H24 ที่อ่อนแออาจยังกดดันราคาหุ้นในระยะสั้นต่อเนื่อง แต่หวังว่าจะเห็นการฟื้นตัวในช่วง 2H24

## KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	1,096	1,190	1,309	1,440
Net profit	201	212	241	276
EPS (THB)	0.29	0.30	0.34	0.39
vs Consensus (%)	-	-	-	-
EBITDA	275	294	348	391
Recurring net profit	201	212	241	276
Core EPS (THB)	0.29	0.30	0.34	0.39
EPS growth (%)	(3.2)	5.6	13.7	14.6
Core P/E (x)	17.4	16.5	14.5	12.7
Dividend yield (%)	1.8	2.3	2.4	2.8
EV/EBITDA (x)	9.9	10.3	9.3	9.0
Price/book (x)	1.8	1.8	1.8	1.8
Net debt/Equity (%)	(39.3)	(24.8)	(13.4)	0.2
ROE (%)	12.7	10.9	12.6	14.4



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	5.5	(17.4)	n/a
Relative to country (%)	7.3	(16.2)	n/a
Mkt cap (USD m)	95		
3m avg. daily turnover (USD m)	0.1		
Free float (%)	26		
Major shareholder	Chaiturdkiat family (59%)		
12m high/low (THB)	7.90/4.38		
Issued shares (m)	700.00		

Sources: Bloomberg consensus; FSSIA estimates



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**Exhibit 1: NAM - 1Q24 results summary**

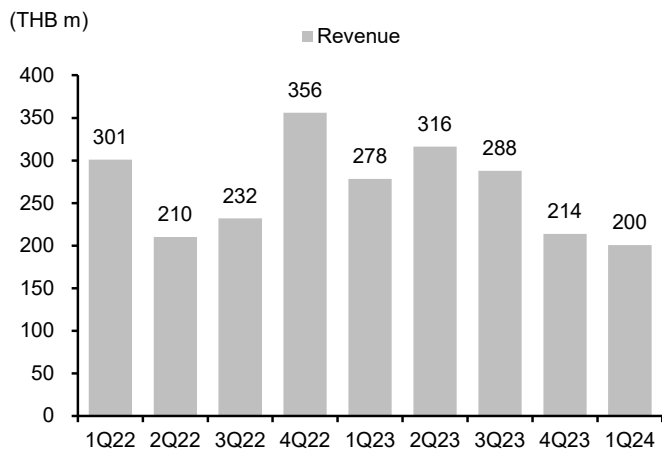
Profit & Loss Statement	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	----- Change -----	
Year to Dec 31	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)
<b>Revenue</b>	<b>301</b>	<b>210</b>	<b>232</b>	<b>356</b>	<b>278</b>	<b>316</b>	<b>288</b>	<b>214</b>	<b>200</b>	<b>(6.2)</b>	<b>(28.0)</b>
Cost of goods sold	247	148	154	224	171	222	196	128	109	(14.9)	(36.1)
Gross profit	54	62	78	132	291	94	92	85	91	6.7	(68.7)
Operating costs	16	32	32	23	34	45	28	26	72	174.6	111.2
<b>Operating profit</b>	<b>38</b>	<b>30</b>	<b>46</b>	<b>109</b>	<b>201</b>	<b>49</b>	<b>64</b>	<b>59</b>	<b>19</b>	<b>(67.7)</b>	<b>(90.5)</b>
Other income	5	0	0	6	1	0	12	7	6	(22.1)	326.4
Interest expense	3	3	3	4	3	4	4	4	3	(22.4)	(3.8)
<b>Profit before tax</b>	<b>40</b>	<b>28</b>	<b>43</b>	<b>111</b>	<b>214</b>	<b>46</b>	<b>72</b>	<b>62</b>	<b>21</b>	<b>(65.6)</b>	<b>(90.1)</b>
Tax	7	7	9	23	13	12	13	12	8	(30.5)	(39.4)
<b>Reported net profit</b>	<b>33</b>	<b>21</b>	<b>34</b>	<b>87</b>	<b>58</b>	<b>34</b>	<b>59</b>	<b>50</b>	<b>13</b>	<b>(73.7)</b>	<b>(76.9)</b>

Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)
Gross margin	18.1	29.5	33.6	37.1	104.6	29.8	31.9	39.9	45.4	8.0	2.8
Net margin	11.0	9.9	14.6	24.5	20.7	10.9	20.3	23.6	6.6	3.2	(1.0)
SG&A / Sales	5.4	15.1	13.8	6.6	12.2	14.2	9.8	12.3	35.9	2.5	5.7
Effective tax rate	17.2	24.2	21.4	21.2	6.2	25.2	18.5	18.6	37.6	0.1	(2.6)

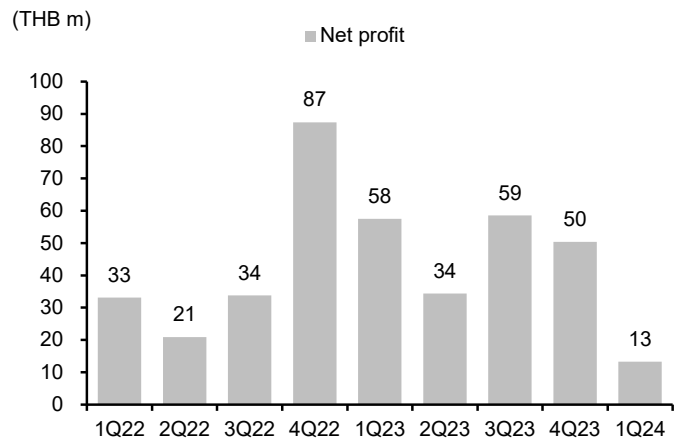
Sources: NAM; FSSIA estimates

**Exhibit 2: รายได้รายไตรมาส**



Source: NAM

**Exhibit 3: กำไรสุทธิรายไตรมาส**



Source: NAM

## Financial Statements

Namwivat Medical Corporation

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	1,099	1,096	1,190	1,309	1,440
Cost of goods sold	(773)	(718)	(766)	(845)	(927)
<b>Gross profit</b>	<b>326</b>	<b>378</b>	<b>423</b>	<b>464</b>	<b>513</b>
Other operating income	0	0	0	0	0
Operating costs	(103)	(133)	(155)	(159)	(165)
<b>Operating EBITDA</b>	<b>244</b>	<b>275</b>	<b>294</b>	<b>348</b>	<b>391</b>
Depreciation	(21)	(30)	(26)	(43)	(43)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>223</b>	<b>245</b>	<b>268</b>	<b>305</b>	<b>348</b>
Net financing costs	(12)	(16)	(14)	(14)	(13)
Associates	0	0	0	0	0
Recurring non-operating income	11	21	10	10	10
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>222</b>	<b>250</b>	<b>264</b>	<b>301</b>	<b>345</b>
Tax	(46)	(50)	(52)	(60)	(68)
<b>Profit after tax</b>	<b>176</b>	<b>201</b>	<b>212</b>	<b>241</b>	<b>276</b>
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>176</b>	<b>201</b>	<b>212</b>	<b>241</b>	<b>276</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>176</b>	<b>201</b>	<b>212</b>	<b>241</b>	<b>276</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.30	0.29	0.30	0.34	0.39
Reported EPS	0.30	0.29	0.30	0.34	0.39
DPS	0.39	0.09	0.11	0.12	0.14
Diluted shares (used to calculate per share data)	595	700	700	700	700
<b>Growth</b>					
Revenue (%)	10.8	(0.3)	8.5	10.0	10.0
Operating EBITDA (%)	(1.8)	12.5	7.1	18.1	12.3
Operating EBIT (%)	(3.2)	10.0	9.4	13.5	14.1
Recurring EPS (%)	(96.6)	(3.2)	5.6	13.7	14.6
Reported EPS (%)	(96.6)	(3.2)	5.6	13.7	14.6
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	29.7	34.5	35.6	35.4	35.6
Gross margin exc. depreciation (%)	31.6	37.2	37.8	38.7	38.6
Operating EBITDA margin (%)	22.2	25.1	24.7	26.6	27.1
Operating EBIT margin (%)	20.3	22.4	22.6	23.3	24.1
Net margin (%)	16.0	18.3	17.8	18.4	19.2
Effective tax rate (%)	20.8	19.8	19.8	19.8	19.8
Dividend payout on recurring profit (%)	131.6	31.4	37.9	35.2	34.9
Interest cover (X)	19.7	16.9	19.9	22.5	27.5
Inventory days	183.7	191.6	174.4	161.0	146.0
Debtor days	112.1	138.8	125.5	119.1	114.5
Creditor days	59.0	57.1	40.9	52.7	63.1
Operating ROIC (%)	17.2	16.2	17.3	16.6	16.3
ROIC (%)	17.1	16.3	16.3	15.8	15.5
ROE (%)	21.4	12.7	10.9	12.6	14.4
ROA (%)	13.5	10.5	9.6	10.8	11.9
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Manufacture and Sale of medical devices (SM)	887	918	736	809	890
Manufacture and Sale of medical consumables (CS)	142	153	286	315	346
Services (SV)	70	26	168	185	203

Sources: Namwivat Medical Corporation; FSSIA estimates

## Financial Statements

Namwiwat Medical Corporation

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	176	201	212	241	276
Depreciation	21	30	26	43	43
Associates & minorities	0	0	0	0	0
Other non-cash items	0	0	0	0	0
Change in working capital	(530)	187	(26)	45	(35)
<b>Cash flow from operations</b>	<b>(332)</b>	<b>418</b>	<b>212</b>	<b>329</b>	<b>284</b>
Capex - maintenance	(47)	(27)	(255)	(300)	(300)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(56)	(21)	(6)	(7)	(8)
Other investments (net)	0	0	0	0	0
<b>Cash flow from investing</b>	<b>(103)</b>	<b>(48)</b>	<b>(261)</b>	<b>(307)</b>	<b>(308)</b>
Dividends paid	(232)	(63)	(80)	(85)	(96)
Equity finance	832	615	(169)	(169)	(169)
Debt finance	(86)	(39)	(20)	13	14
Other financing cash flows	-	-	-	-	-
<b>Cash flow from financing</b>	<b>514</b>	<b>513</b>	<b>(269)</b>	<b>(241)</b>	<b>(251)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	4	10	29
<b>Net other adjustments</b>	<b>0</b>	<b>(7)</b>	<b>4</b>	<b>10</b>	<b>29</b>
<b>Movement in cash</b>	<b>79</b>	<b>876</b>	<b>(313)</b>	<b>(208)</b>	<b>(246)</b>
Free cash flow to firm (FCFF)	(422.01)	385.76	(34.46)	36.27	(10.71)
Free cash flow to equity (FCFE)	(520.77)	323.93	(63.75)	45.78	19.63

### Per share (THB)

FCFF per share	(0.60)	0.55	(0.05)	0.05	(0.02)
FCFE per share	(0.74)	0.46	(0.09)	0.07	0.03
Recurring cash flow per share	0.33	0.33	0.34	0.41	0.46

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	487	488	743	1,043	1,343
Less: Accumulated depreciation	(104)	(101)	(132)	(185)	(257)
<b>Tangible fixed assets (net)</b>	<b>383</b>	<b>387</b>	<b>611</b>	<b>858</b>	<b>1,086</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	0	4	4	4	4
Cash & equivalents	120	996	683	475	228
A/C receivable	439	394	424	430	473
Inventories	369	354	354	354	354
Other current assets	303	105	114	125	137
<b>Current assets</b>	<b>1,231</b>	<b>1,849</b>	<b>1,574</b>	<b>1,384</b>	<b>1,192</b>
Other assets	84	109	119	131	144
<b>Total assets</b>	<b>1,697</b>	<b>2,350</b>	<b>2,308</b>	<b>2,376</b>	<b>2,426</b>
Common equity	1,210	1,963	1,925	1,912	1,923
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>1,210</b>	<b>1,963</b>	<b>1,925</b>	<b>1,912</b>	<b>1,923</b>
Long term debt	106	82	50	50	50
Other long-term liabilities	36	45	48	53	59
<b>Long-term liabilities</b>	<b>142</b>	<b>126</b>	<b>98</b>	<b>103</b>	<b>109</b>
A/C payable	135	80	86	146	160
Short term debt	157	143	155	168	182
Other current liabilities	53	38	44	47	53
<b>Current liabilities</b>	<b>345</b>	<b>261</b>	<b>285</b>	<b>361</b>	<b>395</b>
<b>Total liabilities and shareholders' equity</b>	<b>1,697</b>	<b>2,350</b>	<b>2,309</b>	<b>2,376</b>	<b>2,426</b>
Net working capital	923	735	761	716	752
Invested capital	1,389	1,236	1,496	1,709	1,986

\* Includes convertibles and preferred stock which is being treated as debt

### Per share (THB)

Book value per share	2.03	2.80	2.75	2.73	2.75
Tangible book value per share	2.03	2.80	2.75	2.73	2.75

### Financial strength

Net debt/equity (%)	11.9	(39.3)	(24.8)	(13.4)	0.2
Net debt/total assets (%)	8.5	(32.8)	(20.7)	(10.8)	0.2
Current ratio (x)	3.6	7.1	5.5	3.8	3.0
CF interest cover (x)	(42.7)	21.6	(3.6)	4.3	2.5

Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>16.9</b>	<b>17.4</b>	<b>16.5</b>	<b>14.5</b>	<b>12.7</b>
<b>Recurring P/E @ target price (x) *</b>	<b>20.3</b>	<b>20.9</b>	<b>19.8</b>	<b>17.4</b>	<b>15.2</b>
Reported P/E (x)	16.9	17.4	16.5	14.5	12.7
Dividend yield (%)	7.8	1.8	2.3	2.4	2.8
Price/book (x)	2.5	1.8	1.8	1.8	1.8
Price/tangible book (x)	2.5	1.8	1.8	1.8	1.8
EV/EBITDA (x) **	12.8	9.9	10.3	9.3	9.0
EV/EBITDA @ target price (x) **	15.2	12.5	12.6	11.3	10.8
EV/invested capital (x)	2.2	2.2	2.0	1.9	1.8

\* Pre-exceptional, pre-goodwill and fully diluted \*\* EBITDA includes associate income and recurring non-operating income

Sources: Namwiwat Medical Corporation; FSSIA estimates

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																											
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	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)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> 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 at maximum, and no cap for number of stocks.																											
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (50-59), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																											
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																											
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	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	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																	
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ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																											
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="0" style="margin-left: 20px;"> <tr> <td><b>AAA</b></td> <td>8.571-10.000</td> <td><b>Leader:</b></td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td><b>Average:</b></td> <td>a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td><b>BB</b></td> <td>2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570			<b>A</b>	5.714-7.142			<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285			<b>B</b>	1.429-2.856			<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																												
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																												
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																												
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized 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.																											
Bloomberg	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

**GENERAL DISCLAIMER**

**ANALYST(S) CERTIFICATION**

Songklod Wongchai FSS International Investment Advisory Securities Co., Ltd

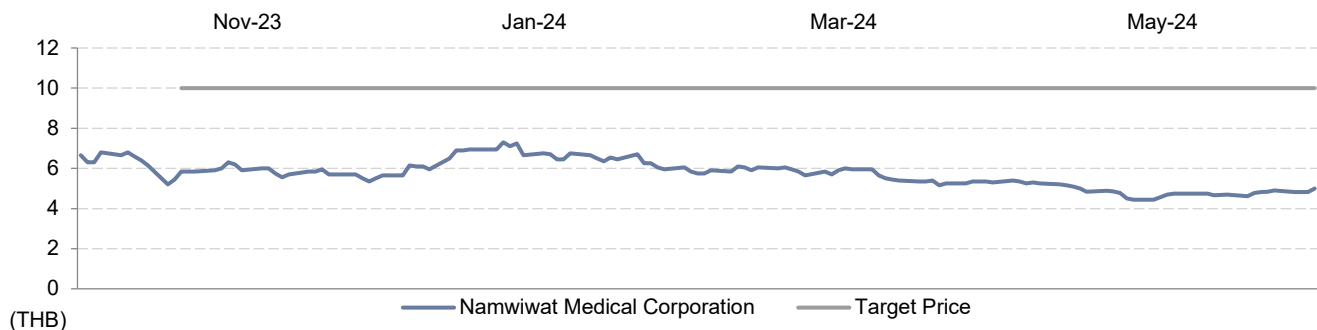
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**History of change in investment rating and/or target price**

**Namwiwat Medical Corporation (NAM TB)**



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
14-Nov-2023	BUY	10.00	03-May-2024	BUY	6.00	-	-	-

Songklod Wongchai started covering this stock from 14-Nov-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Namwiwat Medical Corporation	NAM TB	THB 5.00	BUY	1) แผนการขยายกำลังผลิตล่าช้ากว่ากำหนดในปี 2025 2) การขยายฐานลูกค้าไปยังภาคเอกชนน้อยกว่าคาด 3) ดัชนีหุ้นนำเข้สแดนเลสมีราคาที่สูงกว่าคาด 4) ค่าเงินบาทอ่อนค่าจะทำให้มีผลขาดทุนจากอัตราแลกเปลี่ยน

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 13-May-2024 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**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.