EQUITY RESEARCH - RESULTS FLASH

RAMKHAMHAENG HOSPITAL

RAM TB

THAILAND / HEALTH CARE SERVICES





TARGET PRICE THB46.00 **CLOSE** THB30.50 **UP/DOWNSIDE** +50.8% **TP vs CONSENSUS** +21.1%

1Q24 results at first glance

1Q24 core profit grew by 28% y-y to THB343m

Highlights

- RAM reported a core profit of THB343m in 1Q24 (+28% y-y, +5% qq), driven by better performance of subsidiaries.
- Total revenue grew by 6% y-y. The medical revenue of RAM's flagship grew by 2% y-y. Revenue of subsidiaries grew by 9% y-y, driven by 7% higher revenue from Vibharam and growth from RAM 2. Revenue from sales of medical equipment slightly declined by 1% y-
- EBITDA margin improved from 16% in 1Q23 to 20% in 1Q24. The EBITDA margin of RAM's flagship declined to 28% (vs 33% in 1Q23). Meanwhile, the EBITDA margin of subsidiaries jumped to 14% (vs breakeven in 1Q23) thanks to higher revenue and better cost control.
- Share of income dropped to THB179m (vs THB201m in 1Q23) mainly due to a smaller share of income from THG (THB1m in 1Q24 vs THB46m in 1Q23)
- RAM booked dividend income of THB40m (vs THB57m in 1Q23).
- 1Q24 core profit accounted for 20% of our 2024 core profit forecast of THB1.8b.

Outlook and valuation

- We expect the organic operation to improve y-y in 2Q24. However, the loss from its new hospital (RAM 2) may drag overall performance.
- RAM is trading at a cheap valuation of only 21x 2024E P/E (vs peers' avg of 24x and its 5-yr avg of 29x).

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	9,634	10,736	11,716	12,518
Net profit	1,551	1,755	2,018	2,288
EPS (THB)	1.29	1.46	1.68	1.91
vs Consensus (%)	-	12.7	14.3	14.7
EBITDA	1,650	2,152	2,584	2,888
Recurring net profit	1,394	1,755	2,018	2,288
Core EPS (THB)	1.16	1.46	1.68	1.91
EPS growth (%)	(33.2)	25.8	15.0	13.3
Core P/E (x)	26.2	20.9	18.1	16.0
Dividend yield (%)	3.0	2.4	2.8	3.1
EV/EBITDA (x)	33.3	25.7	20.5	17.8
Price/book (x)	2.0	1.9	1.8	1.7
Net debt/Equity (%)	35.5	36.3	26.7	20.1
ROE (%)	7.4	9.3	10.2	10.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(8.0)	(3.9)	(36.5)
Relative to country (%)	(1.9)	(3.7)	(30.0)
Mkt cap (USD m)			1,010
3m avg. daily turnover (USD m)			0.1
Free float (%)			25
Major shareholder		F&S	6 79 (24%)
12m high/low (THB)		4	9.50/29.25
Issued shares (m)			1,200.00

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: RAM - 1Q24 results summary

FY ending Dec	1Q23	2Q23	3Q23	4Q23	1Q24	Change (q-q %) (y-y %)		2023	2024E	Chg. (y-y %)
	(THB m)			(THB m)	(THB m)					
Sales	2,270	2,472	2,505	2,387	2,395	0	6	9,634	10,736	1
COGS (incl depreciation)	(1,728)	(1,825)	(1,824)	(2,083)	(1,824)	(12)	6	(7,461)	(8,050)	
Gross Profit	542	646	681	304	572	88	5	2,174	2,686	2
SG&A	(476)	(444)	(446)	(193)	(352)	82	(26)	(1,559)	(1,628)	
Operating Profit	66	202	235	111	220	99	231	614	1,057	7
Dividend income	57	126	98	10	40	281	(30)	292	301	
Net other income	32	25	25	16	67	323	112	98	101	
Interest expenses	(72)	(80)	(86)	(94)	(103)	10	42	(332)	(357)	
Pretax profit	83	273	272	43	224	417	169	672	1,102	6
Income Tax	(27)	(125)	(67)	(52)	(53)	2	94	(271)	(220)	(1:
Associates	201	111	275	121	179	48	(11)	708	853	2
Minority interest	10	62	(2)	216	(7)			285	20	(9:
Core profit	267	320	478	328	343	5	28	1,394	1,755	` 2
Extraordinaries, GW & FX	0	156	0	1	0					
Reported net profit	267	476	478	329	343	4	28	1,394	1,755	2
Outstanding shares (m)	1,200	1,200	1,200	1,200	1,200	0	0	1,201	1,202	
Pre-ex EPS (THB)	0.22	0.27	0.40	0.27	0.29	5	28	1.16	1.46	
EPS (THB)	0.22	0.40	0.40	0.27	0.29	4	28	1.16	1.46	2
COGS excl. depreciation	(1,419)	(1,574)	(1,572)	(1,859)	(1,559)	(16)	10	(6,424)	(6,956)	
Depreciation	(309)	(251)	(252)	(224)	(265)	18	(14)	(1,036)	(1,095)	
EBITDA	375	453	487	335	484	45	29	1,650	2,152	;
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(p)
Gross margin	24	26	27	13	24	11	(0)	23	25	
SG&A/Revenue	21	18	18	8	15	7	(6)	16	15	(
EBITDA margin	16	18	19	14	20	6	3	17	20	
Net profit margin	12	19	19	14	14	1	3	14	16	
Operating stats										
Ramkhamhaeng hospital revenue growth (y-y %)	(4)	1	(5)	(1)	2					
Ramkhamhaeng EBITDA margin (%)	33	30	29	25	28					
Subsidiary hospital revenue growth (y-y %)	(35)	(12)	(10)	(3)	9					
Subsidiary EBITDA margin (%)	0	7	9	7	14					
Share income - Synphaet (THB m)	44	22	91	71	48					
Share income - THG (THB m)	46	28	67	(72)	1					
Share income - Sukhumvit (THB m)	15	21	14	12	9					
Share income - Chiangmai Ram (THB m)	50	13	41	49	42					
Share income - VIBHA (THB m)	13	19	31	28	30					

Sources: RAM; FSSIA estimates

Financial Statements

Ramkhamhaeng Hospital

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	10,687	9,634	10,736	11,716	12,518
Cost of goods sold	(7,815)	(7,461)	(8,050)	(8,686)	(9,188)
Gross profit	2,872	2,174	2,686	3,030	3,330
Other operating income	-	-	-	-	-
Operating costs	(1,513)	(1,559)	(1,628)	(1,684)	(1,743)
Operating EBITDA	2,356	1,650	2,152	2,584	2,888
Depreciation	(998)	(1,036)	(1,095)	(1,239)	(1,300)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	1,359	614	1,057	1,345	1,588
Net financing costs	(234)	(328)	(352)	(345)	(328)
Associates	1,002	708	853	890	973
Recurring non-operating income	1,450	1,093	1,250	1,300	1,394
Non-recurring items	0	157	0	0	0
Profit before tax	2,575	1,537	1,955	2,300	2,654
Tax	(274)	(271)	(220)	(282)	(336)
Profit after tax	2,301	1,266	1,735	2,018	2,318
Minority interests	(212)	285	20	0	(30)
Preferred dividends	-	-	-	-	(55)
Other items	_	_	_	_	_
Reported net profit	2,088	1,551	1,755	2,018	2,288
Non-recurring items & goodwill (net)	0	(157)	0	0	0
Recurring net profit	2,088	1,394	1,755	2,018	2,288
Per share (THB)		.,	.,		_,
Recurring EPS *	1.74	1.16	1.46	1.68	1.91
Reported EPS	1.74	1.29	1.46	1.68	1.91
DPS	1.10	0.90	0.73	0.84	0.95
Diluted shares (used to calculate per share data)	1,200	1,200	1,200	1,200	1,200
Growth	1,200	1,200	1,200	1,200	1,200
Revenue (%)	(15.6)	(9.8)	11.4	9.1	6.8
Operating EBITDA (%)	(43.6)	(30.0)	30.4	20.1	11.7
Operating EBIT (%)	(59.6)	(54.8)	72.1	27.2	18.0
Recurring EPS (%)	(48.4)	(33.2)	25.8	15.0	13.3
Reported EPS (%)	(49.9)	(25.7)	13.1	15.0	13.3
Operating performance	(43.3)	(23.7)	10.1	10.0	10.0
Gross margin inc. depreciation (%)	26.9	22.6	25.0	25.9	26.6
Gross margin mc. depreciation (%) Gross margin exc. depreciation (%)	36.2	33.3	35.2	36.4	37.0
Operating EBITDA margin (%)	22.1	33.3 17.1	20.0	22.1	23.1
	22.1 12.7	6.4			
Operating EBIT margin (%)			9.8 16.3	11.5 17.2	12.7
Net margin (%)	19.5	14.5	16.3	17.2	18.3
Effective tax rate (%)	17.4	40.3	20.0	20.0	20.0
Dividend payout on recurring profit (%)	63.2	77.5 5.2	50.0	50.0 7.7	50.0
Interest cover (X)	12.0		6.5		9.1
Inventory days	40.8	45.3	45.0	45.2	45.5
Debtor days	77.7	64.6	41.7	31.3	27.6
Creditor days	30.4	39.0	38.1	38.3	38.5
Operating ROIC (%)	7.7	2.2	5.1	6.6	8.3
ROIC (%)	6.4	2.7	4.8	5.5	6.4
ROE (%)	11.2	7.4	9.3	10.2	10.9
ROA (%) * Pre exceptional, pre-goodwill and fully diluted	6.4	3.1	4.9	5.5	6.0
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Cash patient	7,604	6,840	7,761	8,571	9,192
000	1,716	1,643	1,758	1,881	2,013
SSO	.,	,	,	,	,
NHSO	241	59	60	60	61

Sources: Ramkhamhaeng Hospital; FSSIA estimates

Financial Statements

Ramkhamhaeng Hospital

Ramkhamhaeng Hospital					
Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	2,088	1,394	1,755	2,018	2,288
Depreciation	998	1,036	1,095	1,239	1,300
Associates & minorities	-	, -	-	, -	· -
Other non-cash items	609	254	(20)	0	30
Change in working capital	439	1,079	(1,060)	1,195	(76)
Cash flow from operations	4,134	3,763	1,769	4,452	3,542
Capex - maintenance	(4,895)	(2,125)	(777)	(831)	(873)
Capex - new investment Net acquisitions & disposals	(1,480)	812	(395)	(360)	0
Other investments (net)	(1,400)	-	(000)	(500)	-
Cash flow from investing	(6,375)	(1,314)	(1,172)	(1,191)	(873)
Dividends paid	(1,362)	(1,429)	(1,080)	(877)	(1,009)
Equity finance	0	0	0	0	0
Debt finance	1,318	(410)	(300)	(300)	(300)
Other financing cash flows	2,527	(683)	10	0	(15)
Cash flow from financing Non-recurring cash flows	2,483	(2,522)	(1,370)	(1,177)	(1,324)
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	242	(73)	(773)	2,084	1,345
Free cash flow to firm (FCFF)	(1,997.35)	2,781.59	954.02	3,608.23	3,006.01
Free cash flow to equity (FCFE)	1,604.43	1,356.69	307.38	2,961.49	2,354.17
Per share (THB)					
FCFF per share	(1.66)	2.32	0.80	3.01	2.51
FCFE per share	1.34	1.13	0.26	2.47	1.96
Recurring cash flow per share	3.08	2.24	2.36	2.71	3.01
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	24,024	25,423	26,200	27,031	27,903
Less: Accumulated depreciation	(9,062)	(9,373)	(10,467)	(11,707)	(13,007)
Tangible fixed assets (net)	14,961	16,050	15,732	15,324	14,897
Intangible fixed assets (net)	422	437	437	437	437
Long-term financial assets Invest. in associates & subsidiaries	- 21,496	20,684	21,079	21,439	21,439
Cash & equivalents	1,369	1,296	523	2,608	3,953
A/C receivable	2,023	1,386	1,064	947	947
Inventories	770	823	892	955	1,011
Other current assets	373	234	972	345	436
Current assets	4,534	3,739	3,451	4,854	6,347
Other assets	202	348	348	348	348
Total assets	41,615	41,259	41,048	42,402	43,468
Common equity Minorities etc.	19,387 8,592	18,543 8,679	19,217 8,669	20,358 8,669	21,636 8,684
Total shareholders' equity	27,980	27,222	27,886	29,027	30,321
Long term debt	5,189	3,599	3,599	3,599	3,599
Other long-term liabilities	501	956	956	956	956
Long-term liabilities	5,690	4,555	4,555	4,555	4,555
A/C payable	676	697	754	808	856
Short term debt	6,178	7,358	7,058	6,758	6,458
Other current liabilities Current liabilities	1,092 7,945	1,427 9,482	794 8,607	1,254 8,820	1,279 8,592
Total liabilities and shareholders' equity	41,615	41,259	41,048	42,402	43,468
Net working capital	1,398	319	1,380	185	260
Invested capital	38,480	37,839	38,976	37,732	37,381
* Includes convertibles and preferred stock which is being	g treated as debt				
Per share (THB)					
Book value per share	16.16	15.45	16.01	16.96	18.03
Tangible book value per share	15.80	15.09	15.65	16.60	17.67
Financial strength					
Net debt/equity (%)	35.7	35.5	36.3	26.7	20.1
Net debt/total assets (%)	24.0	23.4	24.7	18.3	14.0
Current ratio (x) CF interest cover (x)	0.6 7.9	0.4 5.1	0.4 1.9	0.6 9.6	0.7 8.2
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	17.5	26.2	20.9	18.1	16.0
Recurring P/E @ target price (x) *	26.4	39.6	31.5	27.4	24.1
Reported P/E (x) Dividend yield (%)	17.5 3.6	23.6 3.0	20.9 2.4	18.1 2.8	16.0 3.1
Price/book (x)	3.6 1.9	2.0	2. 4 1.9	1.8	1.7
Price/tangible book (x)	1.9	2.0	1.9	1.8	1.7
EV/EBITDA (x) **	23.4	33.3	25.7	20.5	17.8
EV/EBITDA @ target price (x) **	31.3	44.6	34.4	27.7	24.2
EV/invested capital (x)	1.4	1.5	1.4	1.4	1.4
* Pre-exceptional, pre-goodwill and fully diluted ** EBI	TDA includes associate	income and recurr	ng non-operating in	ncome	

Sources: Ramkhamhaeng Hospital; 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	rransparent, rules-based panies' Total Sustainabili al Corporate Sustainabilii anies 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 an selected from the Eligible Universe.					
Sustainability nvestment 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 ar trading 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 inalifying criteria include: 1 tors and free float violatic social & environmental in arnings in red for > 3 year	ce, updated annually. two crucial conditions: xecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 4) equity in	during the assessment year. The scoring will be fairly weighted agains nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) mark capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidi >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHS Index is a market capitalisation-weighted index, cap 5% quarterly weighted index.					
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (SI	the Thai IOD, v	n in sustainable developn with support from the Sto s are from the perspectiv s.	ck Exchange of	Good (80-89), and not rated f equitable treate	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 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 procedured and after the national areas assesses, and 3) opennesses, and 3) opennesses.	thich shareholders' rights into business operations or disclosed. All form impoents to be evaluated annures before the meeting (10%). (The first as ion for voting; and 2) facilitations of 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 leetings; 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 Certification is Ceciding to become Intent to kick off Including risk asset	Checklist include corruptions, and the monitoring as a good for three years. It is good for three years. It is an 18-month deadline to subsessment, in place of policy are ablishment of whistleblowing stakeholders.)	nd developing of art by submitting a mit the CAC Checklist for nd control, training of	The document will be reviewed by a committee of nine professionals. passed Checklist will move for granting certification by the CAC Count 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 of how much of a compar to be reviewed include corpu er media, NGO reports/webs	ny's exposure to ESG orate publications and	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.					
	information, co		k, ESG controversies, issuer		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 materiality including informations and including the performance. Match higher materiality and ray basis.	ethodology considers ation that significantly teriality is applied by	scores using m	ateriality-base	ated as a weight ad weights. The s ndicating better p	core is scaled		
MSCI			neasure a company's mand laggards according to						nethodology to	
	AAA	8.571-10.000								
	AA	7.143-8.570	Leader:	leading its industry in m	anaging the most s	ignilicant ESG fi	sks and opportunitie	:5		
	Α	5.714-7.142								
	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	sure and failure t	o manage significar	it ESG risks		
	CCC	0.000-1.428	99*.**	55 ·5 ··- ··· · · · · · · · · · · · · ·	g., expoc		gg3di			
Moody's ESG olutions	believes tha	t a company in	ree to which companies tegrating ESG factors intershalders over the r	to its business model and						
Refinitiv ESG ating	based on pu	ıblicly available	and objectively measure and auditable data. The a publicly. <i>(Score ratings a</i>	score ranges from 0 to	100 on relative E	SG performar	nce and insufficie	nt degree of t		
S&P Global			e is a relative score mea in the same industry clas				of ESG risks, op	portunities, ar	id impacts	
Bloomberg	ESG Score	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. 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								

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

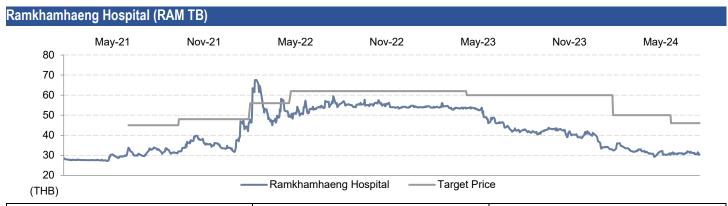
Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

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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
03-Sep-2021 01-Dec-2021 01-Apr-2022	BUY BUY BUY	45.00 48.00 56.00	10-Jun-2022 11-Apr-2023 19-Dec-2023	BUY BUY BUY	62.00 60.00 50.00	28-Mar-2024	BUY	46.00

Teerapol Udomvej, CFA started covering this stock from 03-Sep-2021

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Ramkhamhaeng Hospital	RAM TB	THB 30.50	BUY	Downside risks to our DCF-based target price include 1) weak patient volumes following the economic slowdown; 2) regulatory risks from drug price and medical bill controls; and 3) losses from its subsidiary companies.

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 17-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.