EQUITY RESEARCH - NEWS FLASH

ENERGY ABSOLUTE

EATB

THAILAND / UTILITIES - RENEWABLES



An EV elephant with a Malayan tiger

- EA announced a collaboration with CFM, signing an HOA to help develop Malaysia into a zero-carbon emission society.
- Via the JV, EA will sell its first 200 e-buses to Gemilang Coachwork as a pilot fleet for metropolitan buses in Kuala Lumpur.
- Maintain BUY and our SoTP-based TP of THB101.

Entering the ASEAN EV market

According to <u>Bangkok Post</u> on 28 September 2022, EA announced a collaboration with Computer Forms (Malaysia) Berhad (CFM), signing a heads of agreement (HOA) to help develop Malaysia into a zero carbon emission society by using the e-buses produced by EA in Malaysia's urban areas. Malaysia aims to boost its EV usage by 37% within 2022-40, in response to its commitment to COP26. CFM, a leading producer of computer forms in Malaysia, will set up a JV with EV to be an arm for importing and marketing commercial EVs in Malaysia.

Profitability and demand visibility are key

We are positive on EA's move for two reasons. First, EA can further improve its demand growth and visibility for commercial EVs (e-buses, e-trucks, e-pickups), securing an order of at least 200 e-buses to be delivered within 2023, according to management. At an estimated selling price of MYR1m/e-bus (THB8.25m based on the exchange rate on 28 Sep-22), we estimate that the first 200 e-bus order would bring EA a net profit of up to THB200m. Second, EA can strategically expand its market presence overseas to further enhance its manufacturing plant's utilisation rate.

Penetrating Malaysia's bus market

Via the JV between EA and CFM, EA will sell its first 200 e-buses to Gemilang Coachwork Sdn Bhd (GML), a subsidiary of Gemilang International Ltd, which will be a pilot fleet for the metropolitan buses in Kuala Lumpur. GML is a leading bus bodywork producer in Malaysia, with an estimated annual 500-bus capacity by assembling imported parts to produce buses. While GML currently has relationships with a number of Chinese bus producers like BYD, CRRC, and Linker, the e-bus order from EA remains attractive for GML compared to the imported e-buses from China mainly due to the more competitive price and superior fast-charge feature, according to management.

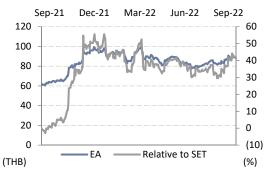
Thailand's play on EV growth

We maintain BUY and our SoTP-based TP of THB101. We think EA's net profit growth is now poised to accelerate on its EV venture with a rising number of EVs to be delivered starting in 3Q22 onward.

TARGET PRICE THB101.00
CLOSE THB88.25
UP/DOWNSIDE +14.4%
TP vs CONSENSUS +12.7%

KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	20,174	23,291	31,763	47,418
Net profit	6,100	11,873	11,834	12,693
EPS (THB)	1.64	3.18	3.17	3.40
vs Consensus (%)	-	42.6	30.7	28.1
EBITDA	9,494	14,939	15,339	16,687
Core net profit	5,983	11,873	11,834	12,693
Core EPS (THB)	1.60	3.18	3.17	3.40
EPS growth (%)	16.1	98.4	(0.3)	7.3
Core P/E (x)	55.0	27.7	27.8	25.9
Dividend yield (%)	0.5	8.0	1.1	1.4
EV/EBITDA (x)	39.0	24.1	22.9	20.6
Price/book (x)	10.1	7.7	6.3	5.4
Net debt/Equity (%)	108.4	61.5	35.2	17.1
ROE (%)	19.8	31.5	25.0	22.5



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	6.3	5.4	40.6
Relative to country (%)	8.6	3.4	41.5
Mkt cap (USD m)			8,669
3m avg. daily turnover (USD m)			23.9
Free float (%)			40
Major shareholder	Mr. So	mphote Ah	unai (23%)
12m high/low (THB)		10	5.50/60.50
Issued shares (m)			3,730.00

Sources: Bloomberg consensus; FSSIA estimates

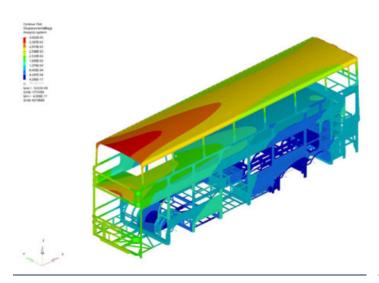


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Exhibit 1: Gemilang Coachwork's bus chassis and body



Source: Gemilang

Exhibit 3: 1,000 single-deck and double-deck buses were delivered to the Singapore market in 2010



Source: Gemilang

Exhibit 5: Gemilang Coachwork's office



Source: Gemilang

Exhibit 2: Delivered 100 e-buses to the US and Australia markets



Source: Gemilang

Exhibit 4: 100 aluminium CKD kits were supplied to Mercedes-Benz for bus assembly in Indonesia in 2016



Source: Gemilang

Exhibit 6: A 12-acre manufacturing plant with an annual capacity of up to 500 CBU buses and 1,000 CKD and SKD bus body kits



Source: Gemilang

Financial Statements

Energy Absolute

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	17,080	20,174	23,291	31,763	47,418
Cost of goods sold	(6,591)	(9,242)	(6,721)	(14,519)	(27,412
Gross profit	10,489	10,931	16,569	17,244	20,007
Other operating income	-	-	-	-	
Operating costs	(1,278)	(1,437)	(1,630)	(1,906)	(3,319
Operating EBITDA	9,211	9,494	14,939	15,339	16,687
Depreciation	(2,730)	(2,768)	(2,494)	(3,300)	(3,540
Goodwill amortisation	0	0	0	0	(
Operating EBIT	6,480	6,726	12,445	12,039	13,14
Net financing costs	(1,627)	(1,322)	(1,232)	(1,128)	(1,061
Associates	(61)	14	804	1,175	818
Recurring non-operating income	126	411	1,054	1,425	1,068
Non-recurring items	50	117	0	0	(
Profit before tax	5,029	5,933	12,267	12,336	13,15
Гах	18	(3)	(87)	(196)	(147
Profit after tax	5,047	5,929	12,180	12,139	13,00
Minority interests	157	171	(306)	(305)	(314
Preferred dividends	0	0	0	0	(
Other items	-	-	-	-	
Reported net profit	5,205	6,100	11,873	11,834	12,69
Non-recurring items & goodwill (net)	(50)	(117)	0	0	
Recurring net profit	5,155	5,983	11,873	11,834	12,69
Per share (THB)					
Recurring EPS *	1.38	1.60	3.18	3.17	3.4
Reported EPS	1.40	1.64	3.18	3.17	3.4
OPS .	0.30	0.40	0.70	1.00	1.2
Diluted shares (used to calculate per share data)	3,730	3,730	3,730	3,730	3,73
Growth					
Revenue (%)	14.7	18.1	15.4	36.4	49.3
Operating EBITDA (%)	(3.3)	3.1	57.3	2.7	8.
Operating EBIT (%)	(7.6)	3.8	85.0	(3.3)	9.
Recurring EPS (%)	(12.7)	16.1	98.4	(0.3)	7.3
Reported EPS (%)	(14.4)	17.2	94.6	(0.3)	7.
Operating performance					
Gross margin inc. depreciation (%)	45.4	40.5	60.4	43.9	34.
Gross margin of key business (%)	45.7	41.0	60.4	43.9	34.
Operating EBITDA margin (%)	53.9	47.1	64.1	48.3	35.2
Operating EBIT margin (%)	37.9	33.3	53.4	37.9	27.
Net margin (%)	30.2	29.7	51.0	37.3	26.8
Effective tax rate (%)	-0.4	0.1	0.8	1.8	1.3
Dividend payout on recurring profit (%)	21.7	24.9	22.0	31.5	36.
nterest cover (X)	4.1	5.4	11.0	11.9	13.4
nventory days	44.1	45.7	69.9	43.4	45.4
Debtor days	57.9	58.3	59.7	46.9	34.
Creditor days	18.2	14.4	16.9	10.5	11.
Operating ROIC (%)	9.5	(2.3)	(4.0)	(3.8)	(4.1
ROIC (%)	8.2	(1.9)	(3.5)	(3.4)	(3.6
ROE (%)	20.1	19.8	31.5	25.0	22.
ROA (%)	8.5	6.8	13.4	12.2	11.8
† Pre exceptional, pre-goodwill and fully diluted			-		
Revenue by Division (THB m)	2020	2021	2022E	2023E	2024
Methyl ester Biodiesel products	6,570	6,570	6,570	6,570	6,57
·			2,387		3,469
Pure glycerine products	360	301	2.307	3.409	3.40
Pure glycerine products Electricity from solar and wind power	360 9,784	361 10,247	10,128	3,469 5,249	14,19

Sources: Energy Absolute; FSSIA estimates

Financial Statements

Energy Absolute

Energy Absolute					
Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	5,155	5,983	11,873	11,834	12,693
Depreciation	2,730	2,768	2,494	3,300	3,540
Associates & minorities	(61)	2,700	2,494 804	1,175	3,540 818
Other non-cash items	(01)	-	-	1,175	-
Change in working capital	4,045	(4,390)	306	(620)	(846)
Cash flow from operations	11,869	4,375	15,477	15,689	16,204
Capex - maintenance	(2,730)	(2,768)	(2,494)	(3,300)	(3,540)
Capex - new investment	(4,486)	(2,564)	(1,006)	(200)	(40)
Net acquisitions & disposals	(1,429)	(84)	0	0	0
Other investments (net)	(7,546)	(711)	804	1,175	818
Cash flow from investing	(16,192)	(6,127)	(2,696)	(2,325)	(2,762)
Dividends paid	(746)	(746)	(1,492)	(2,611)	(3,730)
Equity finance	0	Ô	0	0	0
Debt finance	(2,873)	1,904	(4,255)	(2,035)	(2,035)
Other financing cash flows	863	570	(1,352)	(2,095)	(1,291)
Cash flow from financing	(2,756)	1,728	(7,099)	(6,741)	(7,056)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(7,079)	(24)	5,682	6,623	6,386
Free cash flow to firm (FCFF)	(2,685.77)	(364.69)	14,063.35	14,542.80	14,553.11
Free cash flow to equity (FCFE)	(6,332.72)	721.90	7,174.50	9,234.46	10,116.48
Por chara (THP)					
Per share (THB)	(0.70)	(0.40)	2 77	2.00	2.00
FCFF per share FCFE per share	(0.72)	(0.10)	3.77	3.90	3.90 2.71
Recurring cash flow per share	(1.70) 2.10	0.19 2.35	1.92 4.07	2.48 4.37	2.71 4.57
The contract of the contract o	20	2.00			
Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Tangible fixed assets (gross)	67,122	70,852	74,352	77,852	81,352
Less: Accumulated depreciation	(11,265)	(12,431)	(14,925)	(18,225)	(21,765)
Tangible fixed assets (net)	55,857	58,421	59,426	59,627	59,587
Intangible fixed assets (net)	1,337	1,453	1,453	1,453	1,453
Long-term financial assets	· -	-	-	· <u>-</u>	· -
Invest. in associates & subsidiaries	1,529	1,614	1,614	1,614	1,614
Cash & equivalents	2,951	2,927	8,609	15,233	21,619
A/C receivable	2,750	3,690	3,923	4,241	4,715
Inventories	833	1,483	1,092	2,360	4,455
Other current assets	855	3,549	4,097	5,588	8,342
Current assets	7,389	11,650	17,722	27,422	39,131
Other assets	12,371	12,339	12,339	12,339	12,339
Total assets	78,484	85,476	92,555	102,454	114,124
Common equity	27,812	32,501	42,832	52,006	60,918
Minorities etc.	1,815	2,601	2,907	3,212	3,527
Total shareholders' equity	29,627	35,102	45,739	55,218	64,445
Long term debt	31,090	33,777	29,522	27,487	25,452
Other long-term liabilities	4,203	3,921	3,921	3,921	3,921
Long-term liabilities	35,292	37,699	33,443	31,409	29,374
A/C payable	373	358	264	570	1,076
Short term debt	7,983	7,200	7,200	7,200	7,200
Other current liabilities	5,209	5,118	5,909	8,058	12,030
Current liabilities	13,564	12,676	13,372	15,828	20,306
Total liabilities and shareholders' equity	78,484	85,476	92,555	102,454	114,124
Net working capital	(1,143)	3,246	2,941	3,560	4,406
Invested capital	69,951	77,073	77,773	78,593	79,399
* Includes convertibles and preferred stock which is being	ng treated as debt				
Per share (THB)					
Book value per share	7.46	8.71	11.48	13.94	16.33
Tangible book value per share	7.10	8.32	11.09	13.55	15.94
Financial strength					
Net debt/equity (%)	121.9	108.4	61.5	35.2	17.1
Net debt/total assets (%)	46.0	44.5	30.4	19.0	9.7
Current ratio (x)	0.5	0.9	1.3	1.7	1.9
CF interest cover (x)	(0.1)	3.5	7.6	9.4	10.6
Valuation	2020	2021	2022E	2023E	2024E
Recurring P/E (x) *	63.9	55.0	27.7	27.8	25.9
Recurring P/E @ target price (x) *	73.1	63.0	31.7	31.8	29.7
Reported P/E (x)	63.2	54.0	27.7	27.8	25.9
Dividend yield (%)	0.3	0.5	0.8	1.1	1.4
Price/book (x)	11.8	10.1	7.7	6.3	5.4
Price/tangible book (x)	12.4	10.6	8.0	6.5	5.5
EV/EBITDA (x) **	39.9	39.0	24.1	22.9	20.6
EV/EBITDA @ target price (x) **	45.0	44.0	27.3	26.0	23.4
EV/invested capital (x)	5.2	4.8	4.6	4.5	4.3
	ITDA includes associate				

Sources: Energy Absolute; FSSIA estimates

Corporate Governance report of Thai listed companies 2021

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VATAN	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
NAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
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RIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
RROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
SP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
JCT	CIMBT	EGCO	ILM	MBK	ОТО	QH	SIRI	TEAMG	TSR	
NC .	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TEMAMA	TSTE	
YUD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
AFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
ANPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	TTB	
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MANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIIK
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Disclaimer

The disclosure of the survey results of the Thai Institute of Directors Association ('IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021

^{*} CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive

Anti-corruption Progress Indicator

CERTIFIED										
2S	ВСН	CPALL	GC	K	MFC	PE	QLT	SNP	THCOM	TU
7UP	BCP	CPF	GCAP	KASET	MFEC	PG	QTC	SORKON	THIP	TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
AI	BEYOND	CSC	GGC	KCAR	MONO	PL	RWI	SPC	TIDLOR	TWPC
AIE	BGC	DCC	GJS	KCE	MOONG	PLANB	S&J	SPI	TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC	PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLAT	SABINA	SRICHA	TKS	UBIS
ALPHAX	BKI	DIMET	GSTEEL	KSL	MTC	PM	SAPPE	SSF	TKT	UEC
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAH	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATA	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	sccc	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR	WACOAL
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC	TOG	WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIIK
ASP	CHEWA	ETE	ILINK	М	occ	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
В	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	СМ	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	ТТВ	
BBL	СОТТО	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARED	00110	<u> </u>	5141		. 50	<u> </u>	0.10		1102	
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	
B52	CPW	ECF	III	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	TMI	VIBHA	

Level Certified

This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.

Declared This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

Disclaimer:

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Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of 26 October 2021) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Sources: The Securities and Exchange Commission, Thailand; * FSSIA's compilation

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ANALYST(S) CERTIFICATION

Suwat Sinsadok, CFA, FRM, ERP 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
17-Oct-2019	BUY	60.00	09-Nov-2020	BUY	51.00	18-Nov-2021	BUY	88.00
16-Apr-2020	BUY	62.00	15-Dec-2020	BUY	56.00	13-Dec-2021	BUY	122.00
20-May-2020	BUY	55.00	08-Jan-2021	BUY	76.00	25-May-2022	BUY	101.00

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 09-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Energy Absolute	ЕА ТВ	THB 88.25	BUY	Downside risks to our SoTP-based TP include: 1) lower-than-expected demand for electricity in Thailand; 2) lower crude prices; and 3) lower-than-expected demand for batteries.

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

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 27-Sep-2022 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.