

CHULARAT HOSPITAL
THAILAND / HEALTH CARE SERVICES

CHG TB

BUY
UNCHANGED

น่าจะกลับมาขึ้นได้ในช่วง 2H23

- คาดกำไรปกติ 2Q23 จะลดลงเล็กน้อยที่ 5% q-q มาอยู่ที่ 230 ลบ. กดดันจากผลขาดทุนจากโรงพยาบาล CHG Mae Sot ที่เปิดใหม่
- แม้ว่าเปิด 2 โรงพยาบาลใหม่ (CHG Mae Sot และ CHG Medical Center) เราคาดว่ากำไรดำเนินงานโดยรวมจะปรับตัวดีขึ้นใน 3Q23
- คงแนะนำซื้อหลังปรับลดราคาเป้าหมายเป็น 3.9 บาท (DCF)

TARGET PRICE	THB3.90
CLOSE	THB2.90
UP/DOWNSIDE	+34.5%
PRIOR TP	THB4.40
CHANGE IN TP	-11.4%
TP vs CONSENSUS	+7.9%

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	10,103	7,606	8,205	8,748
Net profit	2,778	1,186	1,371	1,548
EPS (THB)	0.25	0.11	0.12	0.14
vs Consensus (%)	-	6.8	2.6	10.2
EBITDA	3,947	1,964	2,218	2,467
Recurring net profit	2,778	1,186	1,371	1,548
Core EPS (THB)	0.25	0.11	0.12	0.14
Chg. In EPS est. (%)	-	(9.9)	(10.7)	(10.5)
EPS growth (%)	(33.9)	(57.3)	15.5	12.9
Core P/E (x)	11.5	26.9	23.3	20.6
Dividend yield (%)	5.5	2.2	2.6	2.9
EV/EBITDA (x)	7.9	15.5	13.4	11.7
Price/book (x)	4.2	4.2	3.9	3.6
Net debt/Equity (%)	(14.4)	(23.9)	(29.1)	(35.8)
ROE (%)	36.8	15.7	17.4	18.1

รายได้ 2Q23 น่าจะโต q-q และสูงกว่าระดับก่อนโควิด 50%

ใน 2Q23 เราคาดว่ารายได้จะโต 3% q-q รายได้จากผู้ป่วยเงินสดน่าจะโตเล็กน้อยที่ 1% q-q จากผู้ป่วย High-intensity ที่เพิ่มขึ้น แม้ว่าจะอยู่ในฤดูที่ซบเซา รายได้ประกันสังคม (SSO) น่าจะโต 2% q-q จากฐานสมาชิก SSO ที่เพิ่มขึ้น (530,000 ใน 2Q23E เทียบกับ 503,000 ใน 2Q22) และอัตราการจ่าย ที่สูงขึ้น (1,808 บาท/หัว/ปี จาก 1,640 ตั้งแต่เดือน พ.ค. 23) อย่างไรก็ตาม เราคาดว่า EBITDA margin จะลดลงเหลือ 23% (เทียบกับ 24% ใน 1Q23) โดยน่าจะได้ปัจจัยกดดันจากค่าใช้จ่ายก่อนดำเนินงานและผลขาดทุนจาก CHG Mae Sot ซึ่งเปิดให้บริการในเดือน มิ.ย. ในภาพรวมเราคาดว่ากำไรปกติจะลดลงเล็กน้อยที่ 5% q-q มาอยู่ที่ 230 ลบ. ใน 2Q23

คาด 2 โรงพยาบาลใหม่จะสร้างผลขาดทุน 30-40 ลบ. ต่อไตรมาส

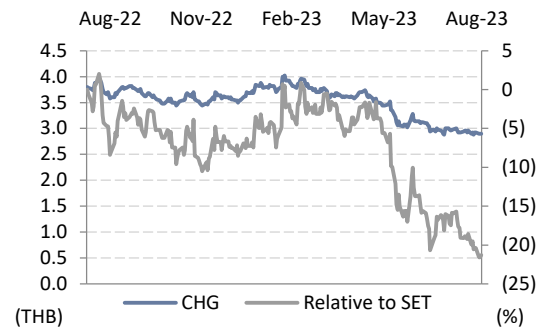
นอกจาก CHG Mae Sot แล้ว CHG ยังเปิด CHG Medical Center (ตั้งอยู่ใกล้ CHG3) ใน 3Q23 เราคาดว่า CHG Mae Sot จะให้ผลขาดทุนประมาณ 20-25 ลบ. ต่อไตรมาส (ค่าเสื่อม 9 ลบ. ต่อไตรมาส) ในช่วงแรกก่อนจะพลิกฟื้นในปี 2025 ซึ่งเร็วกว่าจุดคุ้มทุนเฉลี่ยที่ 4 ปี เนื่องจากแม่สอดเป็นเมืองที่กำลังโตและตั้งอยู่ในบริเวณชายแดน โรงพยาบาลดังกล่าวน่าจะจับผู้ป่วยชาวพม่าได้ ในขณะที่เดียวกันเราคาดว่า CHG Medical Center จะบันทึกค่าเสื่อม 7-9 ลบ. ต่อไตรมาส อย่างไรก็ตาม ค่าใช้จ่ายดังกล่าวจะไม่ผูกการดำเนินงานโดยรวม CHG Medical Center จะให้บริการโรคที่มีความซับซ้อน ประกอบด้วยศูนย์โรคมะเร็ง ศูนย์โรคหลอดเลือดสมองและ Advanced Wound Care Center ซึ่งมีความต้องการสูงจาก CHG3 ในปัจจุบัน

รกระแสรายได้จากโรงพยาบาลใหม่มาช่วยหนุนอัตรากำไร

แม้ว่าจะมีผลขาดทุนจากโรงพยาบาลใหม่ เรายังคาดว่ากำไรปกติ 3Q23 จะปรับตัวดีขึ้น q-q จากฤดูฝนและปริมาณผู้ป่วยจากตะวันออกกลางที่เพิ่มขึ้นหลังรอมฎอน นอกจากนี้เรายังคาดว่าด้วยว่า EBITDA margin จะปรับตัวดีขึ้น q-q เนื่องจากโรงพยาบาลใหม่บันทึกค่าใช้จ่ายมาตั้งแต่ 1Q23 กระแสรายได้ตั้งแต่ 3Q23 เป็นต้นไปน่าจะช่วยให้อัตรากำไรรวมปรับตัวดีขึ้น เราคาดว่ากำไรปกติในช่วง 2H23 จะปรับตัวดีขึ้นอย่างมีนัยสำคัญ h-h

การเติบโตของกำไรใน 3Q23 เป็นปัจจัยบวกระยะกลาง

เราปรับลดประมาณการกำไรปกติปี 2023-25 ลง 10-11% เพื่อสะท้อนผลกระทบการ 1H23 ที่คาดว่าจะอ่อนแอและได้ราคาเป้าหมายปี 2023 ใหม่ที่ 3.9 บาทต่อหุ้น CHG ปรับตัวลดลงและเคลื่อนไหวต่ำกว่า SET อยู่ 17-19% ในช่วง 3 เดือนที่ผ่านมา ปัจจุบันหุ้นมีการซื้อขายที่ 23x ของค่า 2024E P/E ต่ำกว่าค่าเฉลี่ย 5 ปีย้อนหลังที่ 27x หุ้นมีปัจจัยบวกอยู่ที่การฟื้นตัวของกำไรใน 3Q23 ซึ่งเราคาดว่าจะโตทั้ง q-q และ y-y



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.3)	(16.7)	(23.3)
Relative to country (%)	(6.0)	(17.6)	(21.1)
Mkt cap (USD m)	929		
3m avg. daily turnover (USD m)	3.2		
Free float (%)	43		
Major shareholder	Kannikar Plussind (18%)		
12m high/low (THB)	4.04/2.82		
Issued shares (m)	11,000.00		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 3 สิงหาคม 2023

Investment thesis

CHG should report strong non-Covid profit growth in 2023, led by the recovery in non-Covid cash patient numbers coupled with its larger SSO-registered member base and pent-up demand from international patients.

CHG's revenue contributions from cash patients have gradually increased. This is another key factor to expand its EBITDA margin, in our view, as cash patients have a higher margin than Social Security Office (SSO) patients.

Two new hospitals (CHG Mae Sot and CHG Medical Center) recently opened. We expect both to turn profitable by 2025 and become new growth drivers along with RPC and CHG 304 Inter, which opened in 2018.

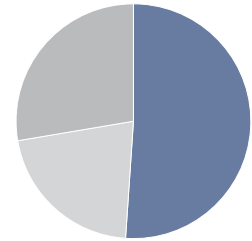
Company profile

CHG operates a healthcare business covering the eastern part of Bangkok and its nearby provinces. The Group owns nine hospitals and four clinics.

www.chularat.com

Principal activities (revenue, 2022)

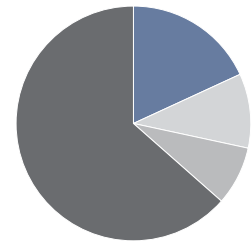
- Cash patient revenue - 51.1 %
- SSO patient revenue - 21.3 %
- NHSO patient revenue - 27.7 %



Source: Chularat Hospital

Major shareholders

- Kannikar Plussind - 18.1 %
- Apirum Panyapol - 10.3 %
- Kobkul Panyapol - 8.1 %
- Others - 63.5 %



Source: Chularat Hospital

Catalysts

Key potential growth drivers include 1) more SSO-registered members; 2) rising demand from medical tourists; and 3) an improving EBITDA margin led by new hospitals.

Risks to our call

Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug price and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.

Event calendar

Date	Event
Aug 2023	2Q23 results announcement

Key assumptions

	2023E	2024E	2025E
	(%)	(%)	(%)
SSO volume growth	4	5	1
SSO revenue/patient growth	4	3	3
OPD volume growth	2	4	4
OPD revenue/patient growth	(10)	4	4
IPD volume growth	2	4	4
IPD revenue/patient growth	(5)	4	4

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in patient volume, we project 2023 earnings to rise by 2%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project 2023 earnings to rise by 3%, and vice versa, all else being equal.

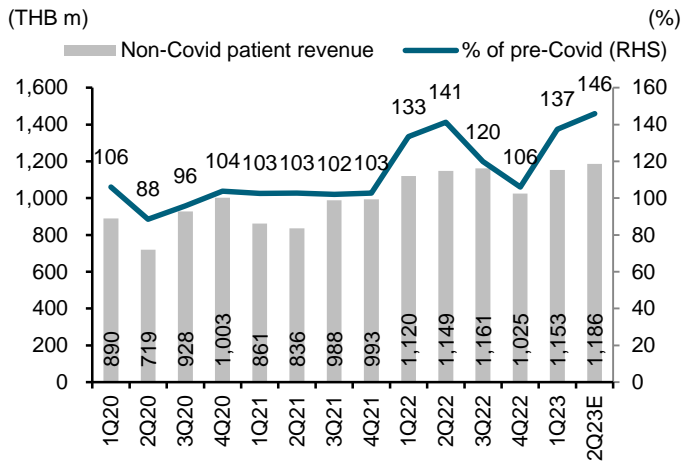
Source: FSSIA estimates

Exhibit 1: 2Q23 results preview

	2Q22	3Q22	4Q22	1Q23	2Q23E	----- Change -----		2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(y-y %)
Revenue	2,784	2,026	1,721	1,716	1,760	3	(37)	7,606	(25)
Cost of sales (Incl. depreciation)	(1,497)	(1,480)	(1,229)	(1,276)	(1,311)	3	(12)	(5,431)	(8)
Gross profit	1,288	546	492	440	449	2	(65)	2,175	(48)
SG&A	(223)	(253)	(254)	(200)	(220)	10	(1)	(936)	0
Operating profit	1,064	293	238	240	228	(5)	(79)	1,240	(62)
Other operating income	68	74	96	73	73	0	7	314	3
Interest income	3	0	2	1	1	0	(78)	4	(28)
Equity income	0	0	(1)	(3)	(3)				0
EBIT	1,136	367	334	309	298	(4)	(74)	1,558	(56)
Interest expense	(3)	(4)	(6)	(4)	(5)	25	61	(30)	82
EBT	1,133	364	328	305	293	(4)	(74)	1,528	(57)
Income tax	(226)	(97)	(40)	(60)	(59)	(2)	(74)	(306)	(57)
Minority interests	(29)	(8)	(3)	(5)	(5)	0	(83)	(36)	n/a
Core profit	878	258	285	240	230	(5)	(74)	1,186	(57)
Extraordinaries									
Net income	878	258	285	240	230	(5)	(74)	1,186	(57)
Core EPS (THB)	0.08	0.02	0.03	0.02	0.02	(5)	(74)	0.11	(57)
No of shares (m)	11,000	11,000	11,000	11,000	11,000	0	0	11,000	0
Cost (Excl. depreciation)	(1,402)	(1,379)	(1,135)	(1,177)	(1,210)	3	(14)	(5,020)	(9)
Depreciation & amortisation	(95)	(101)	(93)	(99)	(101)	2	6	(411)	8
EBITDA	1,227	468	427	411	402	(2)	(67)	1,964	(50)
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)
Gross margin	46	27	29	26	26	(0)	(21)	29	(13)
SG&A/Revenue	8	12	15	12	13	1	5	12	3
EBITDA margin	44	23	25	24	23	(1)	(21)	26	(13)
Net profit margin	32	13	17	14	13	(1)	(18)	16	(12)
Operating stats	(y-y %)	(y-y %)	(y-y %)	(y-y %)					
SSO revenue	12	54	(7)	19					
SSO registered members ('000)	503	513	520	525					
SSO revenue per head	1	38	(17)	10					
Cash-OPD revenue	14	24	(38)	(41)					
Cash-OPD visit number	3	13	(5)	(19)					
Cash-OPD revenue per head	11	10	(34)	(26)					
Cash-IPD revenue	40	14	29	(5)					
Cash-IPD admission number	15	56	30	9					
Cash-IPD revenue per head	22	(27)	(1)	(13)					

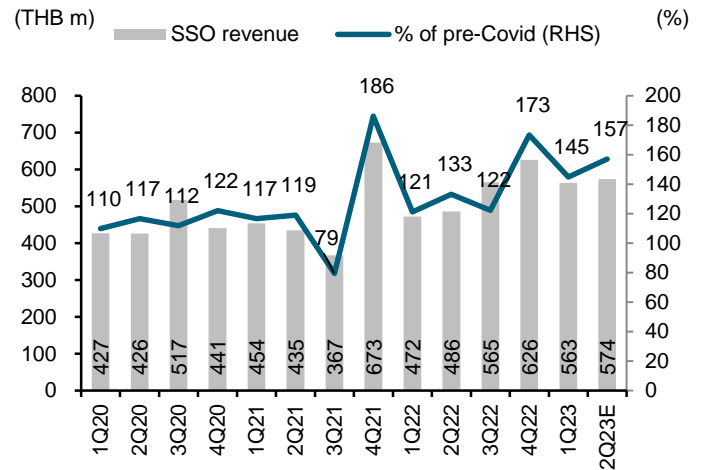
Sources: CHG; FSSIA estimates

Exhibit 2: Non-Covid cash patient revenue



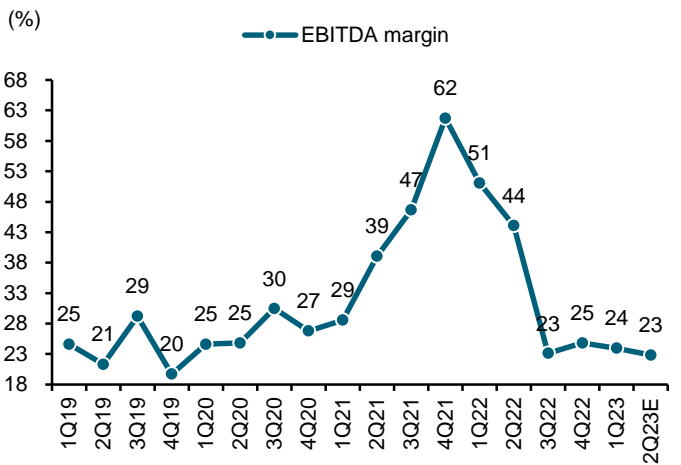
Note: Includes National Health Security Office (NHSO) revenue mainly from Heart Center
Sources: CHG; FSSIA estimates

Exhibit 3: SSO revenue, quarterly



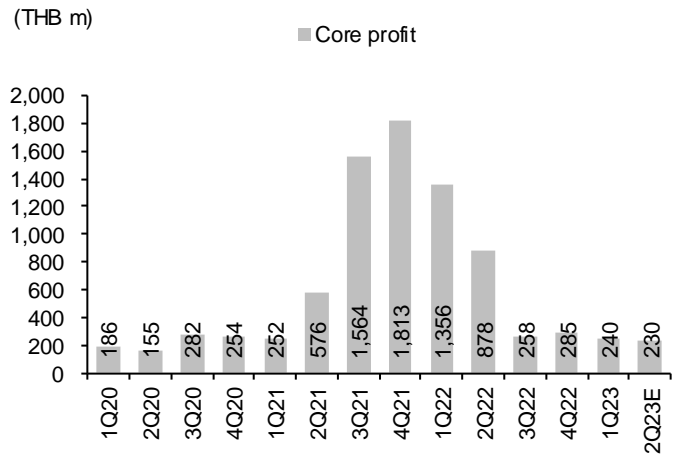
Note: Includes additional gain from chronic disease treatments of THB34m in 4Q22, THB190m in 4Q21, THB25m in 3Q20, and THB74m in 3Q19
Sources: CHG; FSSIA estimates

Exhibit 4: EBITDA margin



Sources: CHG; FSSIA estimates

Exhibit 5: Quarterly core profit



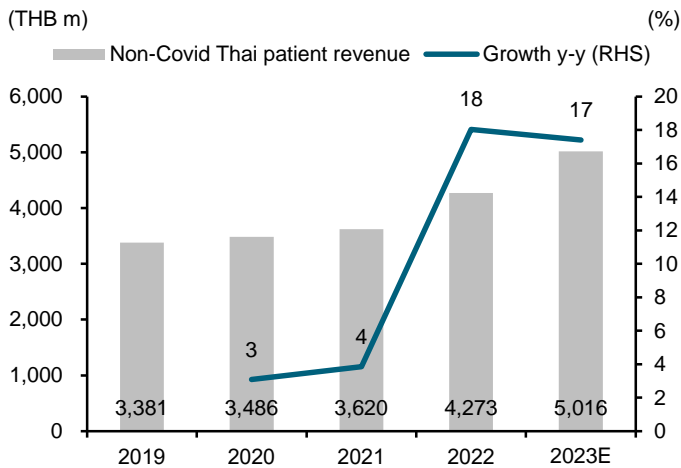
Source: CHG; FSSIA estimates

Exhibit 6: Forecast revisions

	Current			Previous			Change		
	2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)
SSO registered members ('000)	525	551	557	525	551	557	0.0	0.0	0.0
SSO revenue per head (THB)	4,427	4,560	4,697	4,427	4,560	4,697	0.0	0.0	0.0
Cash-OPD visits per day (no.)	3,318	3,451	3,589	3,318	3,451	3,589	0.0	0.0	0.0
Cash-OPD revenue per head (THB)	2,099	2,183	2,270	2,099	2,183	2,270	0.0	0.0	0.0
Cash-IPD admissions per day (no.)	206	214	223	206	214	223	0.0	0.0	0.0
Cash-IPD revenue per head (THB)	30,806	32,038	33,320	30,806	32,038	33,320	0.0	0.0	0.0
Revenue	7,606	8,205	8,748	7,606	8,205	8,748	0.0	0.0	0.0
EBITDA margin (%)	25.8	27.0	28.2	28.0	29.5	30.8	(2.2)	(2.5)	(2.6)
Core profit	1,186	1,371	1,548	1,317	1,535	1,731	(9.9)	(10.7)	(10.5)

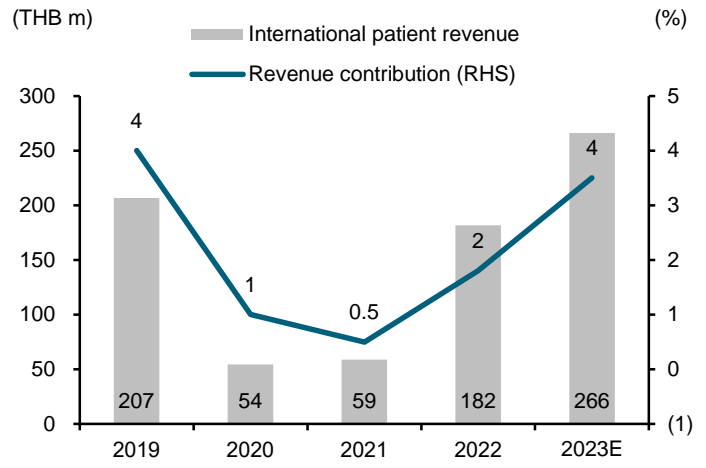
Note: Change of items in percentage terms is represented in ppt change
Source: FSSIA estimates

Exhibit 7: Non-Covid Thai patient revenue, yearly



Note: Includes National Health Security Office (NHSO) revenue mainly from Heart Center
Sources: CHG; FSSIA estimates

Exhibit 8: International patient revenue, yearly



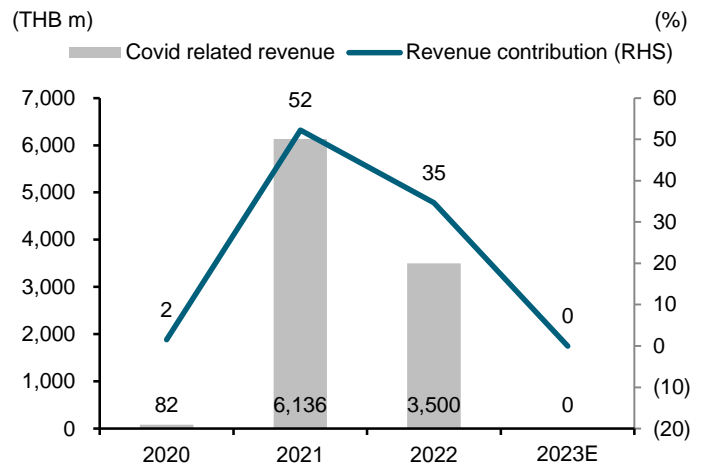
Source: FSSIA estimates

Exhibit 9: SSO revenue, yearly



Sources: CHG; FSSIA estimates

Exhibit 10: Covid-related revenue, yearly



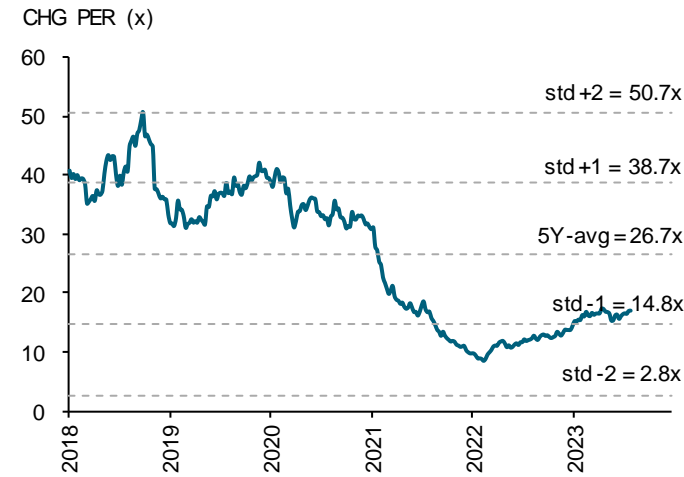
Sources: CHG; FSSIA estimates

Exhibit 11: DCF-derived TP

Cost of equity assumptions		(%)	Cost of debt assumptions		(%)
Risk-free rate		3.0	Pre-tax cost of debt		3.5
Market risk premium		8.0	Marginal tax rate		20.0
Stock beta		0.9			
Cost of equity, Ke		10.0	Net cost of debt, Kd		2.8
Weight applied		75.0	Weight applied		40.0
WACC		8.2			
DCF valuation estimate		(THB b)	(THB/share)	Comments	
NPV		14.3	1.3	WACC 8.2%, risk-free rate 3%, risk premium 8%	
Terminal value		27.4	2.5	Terminal growth 3%	
Cash & liquid assets		2.0	0.2	At end-2023E	
Investments		0.1	0.0	At end-2023E	
Debt		(0.9)	(0.1)	At end-2023E	
Minorities		(0.3)	(0.0)	At end-2023E	
Residual ordinary equity		42.6	3.9		

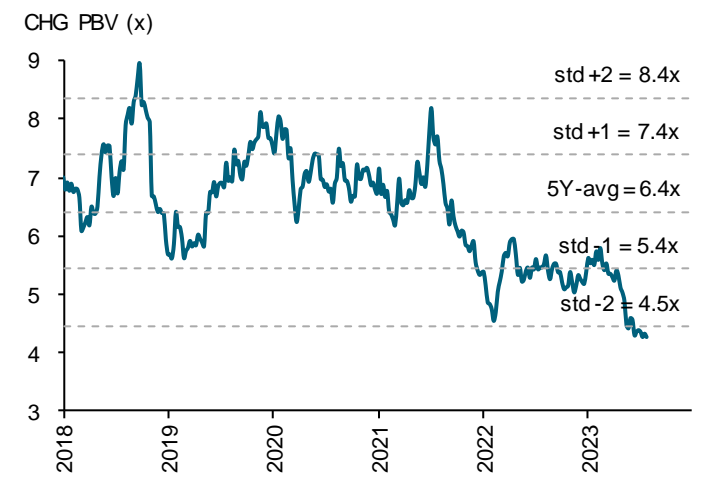
Source: FSSIA estimates

Exhibit 12: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 13: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 14: Peer comparisons as of 2 Aug 2023

Company	BBG	Rec	Share price			Market Cap (USD m)	PE		ROE		PBV		EV/EBITDA	
			Current (LCY)	Target (LCY)	Upside (%)		23E (x)	24E (x)	23E (%)	24E (%)	23E (x)	24E (x)	23E (x)	24E (x)
Thailand														
Bangkok Dusit Med Service	BDMS TB	BUY	28.25	34.50	22.1	13,074	33.3	29.4	14.5	15.4	4.7	4.4	18.6	16.6
Bumrungrad Hospital	BH TB	BUY	213.00	280.00	31.5	4,931	28.2	26.7	28.2	26.2	7.4	6.6	18.4	17.2
Bangkok Chain Hospital	BCH TB	BUY	17.80	22.50	26.4	1,293	32.7	26.2	10.9	13.0	3.5	3.3	15.1	12.7
Chularat Hospital	CHG TB	BUY	2.90	3.90	34.5	929	26.9	23.3	15.7	17.4	4.2	3.9	15.5	13.4
Praram 9 Hospital	PR9 TB	BUY	18.30	22.00	20.2	419	24.7	22.8	11.9	12.0	2.8	2.6	12.1	10.9
Thonburi Healthcare Group	THG TB	REDUCE	66.50	55.00	(17.3)	1,641	47.5	41.8	11.4	12.4	5.3	5.1	26.1	23.3
Vibhavadi Medical Center	VIBHA TB	BUY	2.36	3.20	35.6	933	29.6	26.4	7.3	7.9	2.1	2.1	25.1	22.5
Ramkhamhaeng Hospital	RAM TB	BUY	41.50	60.00	44.6	1,450	25.3	21.8	10.0	11.2	2.5	2.4	29.0	25.3
Rajthanee Hospital	RJH TB	n/a	27.75	n/a	n/a	241	19.8	20.0	18.0	17.4	5.6	3.5	12.4	12.4
Ekachai Medical Care	EKH TB	n/a	7.70	n/a	n/a	156	22.3	20.9	11.5	11.5	5.6	2.5	11.9	10.7
Thailand average						25,067	29.0	25.9	13.9	14.4	4.4	3.6	18.4	16.5
Regional														
Ramsay Health Care	RHC AU	n/a	58.51	n/a	n/a	8,787	39.5	28.1	8.8	11.1	3.3	3.2	12.5	11.2
Ihh Healthcare Bhd	IHH SP	n/a	1.75	n/a	n/a	11,492	31.7	28.1	6.4	6.8	2.2	1.9	13.7	12.9
Ryman Healthcare	RYM NZ	n/a	6.78	n/a	n/a	3,040	13.5	14.3	7.5	7.2	1.6	0.9	15.5	19.5
Apollo Hospitals Enterprise	APHS IN	n/a	4,997	n/a	n/a	8,689	85.4	62.4	13.8	17.5	19.8	11.2	35.4	28.8
Kpj Healthcare Berhad	KPJ MK	n/a	1.14	n/a	n/a	1,095	22.8	20.4	9.7	10.3	2.5	2.1	10.9	10.3
Raffles Medical Group	RFMD SP	n/a	1.32	n/a	n/a	1,831	20.0	19.4	11.9	11.7	2.8	2.3	11.0	10.7
Mitra Keluarga Karyasehat	MIKA IJ	n/a	3,080	n/a	n/a	2,890	41.9	36.2	18.4	19.8	9.0	7.4	26.9	22.8
Aier Eye Hospital Group	300015 CH	n/a	19.47	n/a	n/a	25,250	48.4	37.5	18.2	19.9	20.8	9.0	29.0	23.5
Regional average						63,074	37.9	30.8	11.8	13.0	7.8	4.7	19.4	17.5
Overall average						88,141	33.0	28.1	13.0	13.8	5.9	4.1	18.8	16.9

Sources: Bloomberg; FSSIA estimates

Financial Statements

Chularat Hospital

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	11,742	10,103	7,606	8,205	8,748
Cost of goods sold	(5,882)	(5,908)	(5,431)	(5,777)	(6,068)
Gross profit	5,860	4,195	2,175	2,428	2,680
Other operating income	257	305	314	323	333
Operating costs	(821)	(935)	(936)	(976)	(1,015)
Operating EBITDA	5,647	3,947	1,964	2,218	2,467
Depreciation	(351)	(382)	(411)	(444)	(469)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	5,296	3,565	1,553	1,774	1,998
Net financing costs	(19)	(10)	(25)	(14)	(12)
Associates	0	(1)	0	0	0
Recurring non-operating income	0	(1)	0	0	0
Non-recurring items	0	0	0	0	0
Profit before tax	5,276	3,554	1,528	1,761	1,986
Tax	(1,009)	(703)	(306)	(352)	(397)
Profit after tax	4,267	2,850	1,222	1,409	1,589
Minority interests	(63)	(72)	(36)	(38)	(41)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	4,204	2,778	1,186	1,371	1,548
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	4,204	2,778	1,186	1,371	1,548
Per share (THB)					
Recurring EPS *	0.38	0.25	0.11	0.12	0.14
Reported EPS	0.38	0.25	0.11	0.12	0.14
DPS	0.20	0.16	0.06	0.07	0.08
Diluted shares (used to calculate per share data)	11,000	11,000	11,000	11,000	11,000
Growth					
Revenue (%)	116.1	(14.0)	(24.7)	7.9	6.6
Operating EBITDA (%)	287.4	(30.1)	(50.2)	12.9	11.2
Operating EBIT (%)	379.7	(32.7)	(56.4)	14.2	12.6
Recurring EPS (%)	379.6	(33.9)	(57.3)	15.5	12.9
Reported EPS (%)	379.6	(33.9)	(57.3)	15.5	12.9
Operating performance					
Gross margin inc. depreciation (%)	49.9	41.5	28.6	29.6	30.6
Gross margin exc. depreciation (%)	52.9	45.3	34.0	35.0	36.0
Operating EBITDA margin (%)	48.1	39.1	25.8	27.0	28.2
Operating EBIT margin (%)	45.1	35.3	20.4	21.6	22.8
Net margin (%)	35.8	27.5	15.6	16.7	17.7
Effective tax rate (%)	19.1	19.8	20.0	20.0	20.0
Dividend payout on recurring profit (%)	52.3	63.3	60.0	60.0	60.0
Interest cover (X)	271.9	349.5	61.3	129.4	161.2
Inventory days	15.6	18.5	18.4	17.0	17.1
Debtor days	17.1	24.8	38.1	38.9	38.2
Creditor days	46.6	55.9	59.0	54.5	54.9
Operating ROIC (%)	83.2	47.1	19.8	23.9	27.1
ROIC (%)	80.4	45.1	18.8	22.6	25.6
ROE (%)	72.5	36.8	15.7	17.4	18.1
ROA (%)	51.1	27.4	12.5	14.2	14.8
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Cash patient revenue	4,222	5,160	4,859	5,255	5,684
SSO patient revenue	1,928	2,149	2,324	2,513	2,615
NHSO patient revenue	5,592	2,794	424	436	449

Sources: Chularat Hospital; FSSIA estimates

Financial Statements

Chularat Hospital

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	4,204	2,778	1,186	1,371	1,548
Depreciation	351	382	411	444	469
Associates & minorities	-	-	-	-	-
Other non-cash items	50	117	36	38	41
Change in working capital	(540)	(696)	914	(91)	(10)
Cash flow from operations	4,065	2,582	2,548	1,762	2,048
Capex - maintenance	(539)	(777)	(600)	(410)	(350)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	0	(142)	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(539)	(919)	(600)	(410)	(350)
Dividends paid	(660)	(2,805)	(1,155)	(712)	(823)
Equity finance	0	0	0	0	0
Debt finance	(665)	356	(470)	0	0
Other financing cash flows	40	(3)	(36)	(38)	(41)
Cash flow from financing	(1,284)	(2,452)	(1,661)	(750)	(863)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	2,242	(789)	287	602	835
Free cash flow to firm (FCFF)	3,547.55	1,679.02	1,977.55	1,370.49	1,716.84
Free cash flow to equity (FCFE)	2,901.73	2,016.07	1,441.63	1,314.16	1,657.50

Per share (THB)

FCFF per share	0.32	0.15	0.18	0.12	0.16
FCFE per share	0.26	0.18	0.13	0.12	0.15
Recurring cash flow per share	0.42	0.30	0.15	0.17	0.19

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	7,129	7,867	8,467	8,878	9,228
Less: Accumulated depreciation	(2,661)	(2,987)	(3,398)	(3,842)	(4,311)
Tangible fixed assets (net)	4,468	4,880	5,069	5,035	4,916
Intangible fixed assets (net)	47	47	47	47	47
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	0	142	142	142	142
Cash & equivalents	2,790	2,001	2,287	2,890	3,725
A/C receivable	616	757	833	915	915
Inventories	295	265	241	256	268
Other current assets	2,196	2,036	878	947	1,009
Current assets	5,897	5,058	4,239	5,007	5,917
Other assets	137	152	152	152	152
Total assets	10,550	10,280	9,649	10,384	11,175
Common equity	7,569	7,523	7,555	8,214	8,939
Minorities etc.	272	341	341	341	341
Total shareholders' equity	7,841	7,864	7,895	8,554	9,280
Long term debt	480	470	0	0	0
Other long-term liabilities	137	233	233	233	233
Long-term liabilities	617	704	233	233	233
A/C payable	842	851	773	821	862
Short term debt	34	400	400	400	400
Other current liabilities	1,215	462	348	375	400
Current liabilities	2,092	1,712	1,520	1,596	1,662
Total liabilities and shareholders' equity	10,550	10,280	9,649	10,384	11,175
Net working capital	1,050	1,745	831	922	931
Invested capital	5,702	6,967	6,241	6,298	6,189

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

Per share (THB)

Book value per share	0.69	0.68	0.69	0.75	0.81
Tangible book value per share	0.68	0.68	0.68	0.74	0.81

Financial strength

Net debt/equity (%)	(29.0)	(14.4)	(23.9)	(29.1)	(35.8)
Net debt/total assets (%)	(21.6)	(11.0)	(19.6)	(24.0)	(29.8)
Current ratio (x)	2.8	3.0	2.8	3.1	3.6
CF interest cover (x)	150.0	198.7	57.9	96.9	134.7

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	7.6	11.5	26.9	23.3	20.6
Recurring P/E @ target price (x) *	10.2	15.4	36.2	31.3	27.7
Reported P/E (x)	7.6	11.5	26.9	23.3	20.6
Dividend yield (%)	6.9	5.5	2.2	2.6	2.9
Price/book (x)	4.2	4.2	4.2	3.9	3.6
Price/tangible book (x)	4.2	4.3	4.2	3.9	3.6
EV/EBITDA (x) **	5.3	7.9	15.5	13.4	11.7
EV/EBITDA @ target price (x) **	7.2	10.7	21.1	18.4	16.2
EV/invested capital (x)	5.2	4.5	4.9	4.7	4.7

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

Sources: Chularat Hospital; FSSIA estimates

Public disclosures related to sustainable development evaluation of Thai listed companies

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**" by the Thai Institute of Directors Association (Thai IOD); 2) "**AGM Checklist**" by the Thai Investors Association (TIA), a "**CAC certified member**" of the Thai Private Sector Collective Action Against Corruption (CAC); and 3) "**Sustainability Investment List (THSI)**" by the Stock Exchange of Thailand. The ratings are updated on an annual basis. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such ratings.

CG Score by the Thai Institute of Directors Association (Thai IOD)¹

The **CG Score** indicates corporate governance (CG) strength in the sustainable development of Thai listed companies. Annually, the Thai IOD, with support from the Stock Exchange of Thailand (SET), surveys and assesses the CG practices of companies and publishes the results on the [Thai IOD website](#) in a bid to promote and enhance the CG of Thai listed companies in order to promote compliance with international standards for better investment decisions. The results are from the perspective of a third party, not an evaluation of operations, as of the date appearing in the report, and may be changed after that date.

The **five underlying categories and weighting** used for the CG scoring in 2022 include the rights of shareholders and equitable treatment of shareholders (weight 25% combined), the role of stakeholders (25%), disclosure and transparency (15%), and board responsibilities (35%).

The CGR report rates CG in six categories: 5 for Excellent (score range 90-100), 4 for Very Good (score range 80-89), 3 for Good (Score range 70-79), 2 for Fair (score range 60-69), 1 for Pass (score range 60-69), and not rated (score below 50).

Corporate Governance Report Disclaimer

The disclosure of the survey result 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 companies listed on the Stock Exchange of Thailand and the Market of Alternative Investment disclosed to the public and able to be accessed by a general public investor at [Thai IOD website](#). 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 data appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. **FSSIA** does not confirm nor certify the accuracy of such survey result.

AGM Checklist by the Thai Investors Association (TIA)²

The "**AGM Checklist**" quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and the extent to which information is sufficiently disclosed and the level of its transparency. All the considered factors form important elements of two out of five the CG components. Annually, the TIA, with support from the SEC, leads the project to evaluate the quality of Annual General Meetings of Shareholders (AGMs) and to rate quality of the meetings.

The **Checklist** contains the minimum requirements under law that companies must comply with, or best practices according to international CG guidance. Representatives of the TIA will attend the meetings and perform the evaluation. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating of how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.

The results are classified into four categories: 5 for Excellent (score 100), 4 for Very Good (score 90-99), 3 for Fair (score 80-89), and not rated (score below 79).

CAC certified member by the Thai Private Sector Collective Action Against Corruption (CAC)³

A **CAC certified member** is a listed company whose Checklist satisfies the CAC Certification's criteria and is approved by the CAC Council. The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. Note that the CAC does not certify the behaviour of the employees nor whether the companies have engaged in bribery, and Certification is good for three years.

Companies deciding to become a CAC certified member **start with** by submitting a Declaration of Intent signed by the Chairman of the Board to kick off the 18-month deadline for companies to submit the CAC Checklist for Certification. The 18-month provision is for risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.

The checklist document will be reviewed by the CAC Certification Committee for adequate information and evidence. It is worth noting that the committee consists of nine professionals in business law, corporate governance, internal audit, financial audit and experienced representatives from certified members.

A passed Checklist will move on to the **CAC Council** for granting certification approvals. The CAC Council consists of twelve prominent individuals who are highly respected in professionalism and ethical achievements. Among them are former ministers, a former central bank governor, the former head of the Thai Listed Companies Association, Chairman of Anti-Corruption Organizations (Thailand), Chairman of Thai Institute of Directors, and reputable academic scholars.

Sustainability Investment (THSI)⁴ by the Stock Exchange of Thailand (SET)

Thailand Sustainability Investment (**THSI**) quantifies responsibility in **Environmental**, and **Social** issues, by managing business with transparency in **Governance**. The THSI serves as another choice for investors who desire to adopt a responsible investment approach, according to the SET.

Annually, the SET will announce the voluntary participation of the company candidates which pass the preemptive criteria, and whose two key crucial conditions are met, i.e. no irregular trading of the board members and executives and a free float of >150 by the number of shareholders, and combined holding must >15% of paid-up capital. Some key disqualifying criteria include a CG score of below 70%; independent directors and free float violation; executives' wrongdoing related to CG, social and environmental impacts, equity in negative territory, and earnings in the red for more than three years in the last five years. To become eligible for THSI, the candidate must pass three indicators in data declaration: **Economic** (CG, risk management, customer relation management, supply chain management, and innovation); **Environmental** (environmental management, eco-efficiency, and climate risk); **Social** (human rights, talent attraction, operational health & safety, community development, and stakeholder engagement); and the incorporation of ESG in business operations.

To be approved for THSI inclusion, verified data must be scored at a 50% minimum for each indicator, unless the company is a part of the Dow Jones Sustainability Indices⁵ (DJSI) during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.

Note that, from the **THSI list**, the SET further developed a sustainability **SETTHSI Index** in June 2018 from selected THSI companies whose 1) market capitalisation > 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.

Sources: [SEC](#); [Thai IOD](#); [Thai CAC](#); [SET](#); FSSIA's compilation

Disclaimer:

¹ Thai Institute of Directors Association ([Thai IOD](#)) was established in December 1999 and is a membership organisation that strives to promote professionalism in directorship. The Thai IOD offers directors certification and professional development courses, provides a variety of seminars, forums and networking events, and conducts research on board governance issues and practices. Membership comprises board members from companies ranging from large publicly listed companies to small private firms.

² Thai Investors Association ([TIA](#)) was established in 1983 with a mission to promote investment knowledge and to protect the investment rights of Thai investors. In 2002, the association was appointed by the Securities and Exchange Commission (SEC) to represent individual shareholders. To obtain information for evaluation, the association recruits volunteer investors to join AGMs and score the meetings. Weightings for each meeting are at a 45:45:10 ratio. They have been applied since 2017 and subject to change.

³ Thai Private Sector Collective Action against Corruption ([CAC](#)) was founded in 2010 and is 100% privately funded. It is an initiative by the Thai private sector to take part in tackling corruption problems via collective action. The CAC promotes the implementation of effective anti-corruption policies in order to create a transparent business ecosystem by developing a unique certification program for large/medium/small companies to apply for and to control corruption risk systematically and efficiently. The CAC's operations are sponsored by the US-based Center for Private Enterprise (CIPE) and the UK Prosperity Fund.

⁴ Sustainability Investment List ([THSI](#)), created by the Stock Exchange of Thailand in 2015, comprises the listed companies that conduct sustainable business operations.

⁵ Dow Jones Sustainability Indices – [Wikipedia](#) – Launched in 1999, DJSI evaluates the sustainability performance of companies based on corporate economic, environmental, and social performance.

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

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

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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Company	Ticker	Price	Rating	Valuation & Risks
Chularat Hospital	CHG TB	THB 2.90	BUY	Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug price and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.
Bangkok Dusit Medical Services	BDMS TB	THB 28.25	BUY	Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) higher-than-expected capex and opex for CoE projects.
Bumrungrad Hospital	BH TB	THB 213.00	BUY	Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) higher medical fee discount promotions, leading to a weaker EBITDA margin.
Bangkok Chain Hospital	BCH TB	THB 17.80	BUY	Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) SSO provision expenses following a limited SSO budget.
Praram 9 Hospital	PR9 TB	THB 18.30	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) higher-than-expected expenses from its new building.
Thonburi Healthcare Group	THG TB	THB 66.50	REDUCE	Upside risks to our DCF-based target price include 1) a new Covid wave from a new variant; and 2) big-lot sales of Jin Wellbeing County units.
Vibhavadi Medical Center	VIBHA TB	THB 2.36	BUY	Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug prices and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.
Ramkhamhaeng Hospital	RAM TB	THB 41.50	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

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 2-Aug-2023 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.