

CHULARAT HOSPITAL

CHG TB

THAILAND / HEALTH CARE SERVICES

BUY

 UNCHANGED

Key takeaways from analyst meeting

TARGET PRICE	THB3.90
CLOSE	THB3.06
UP/DOWNSIDE	+27.5%
TP vs CONSENSUS	+11.2%

Highlights

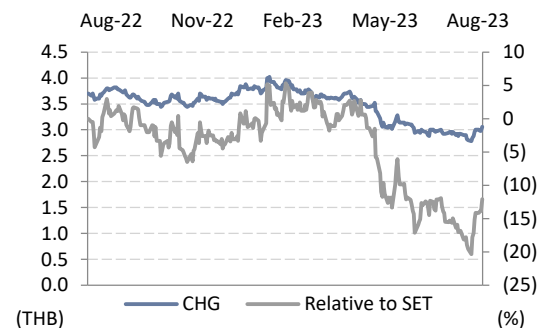
- เราเข้าร่วมการประชุมนักวิเคราะห์ของ CHG และออกมาพร้อมกับมุมมองที่เป็นกลาง
- ผู้บริหารคงเป้ารายได้ปี 2023 ของบริษัท ไว้ที่ 8 พัน ลบ. (เทียบกับ 3.5 พัน ลบ. ในช่วง 1H23) คิดเป็นการเติบโตที่สูงถึง 20% y-y ในช่วง 2H23 โดยการดำเนินงานในเดือน ก.ค. อยู่ในระดับที่ดีโดยโตขึ้น y-y
- ผู้บริหารคาดการณ์กำไรสุทธิ (NPM) ที่ 14% ในปี 2023 (เทียบกับเป้าก่อนหน้าที่ 14-16%) ซึ่งหมายความว่า NPM ดังกล่าวจะปรับตัวดีขึ้นในช่วง 2H23 (เทียบกับ 13% ในช่วง 1H23) โดยจะได้อัตราผลตอบแทนจากกระแสรายได้ที่สูงขึ้นทั้งจาก CHG Mae Sot และ CHG Medical Center เนื่องจากค่าใช้จ่ายของทั้งสองโครงการเกิดขึ้นตั้งแต่ 1Q23
- CHG Mae Sot รายงานผลขาดทุน โดนหลักมาจากค่าใช้จ่ายก่อนดำเนินงาน 17-18 ลบ. ใน 2Q23 ผู้บริหารคาดผลขาดทุนรวมของโรงพยาบาลดังกล่าวที่ไม่เกิน 50 ลบ. ในช่วง 2H23 (จากค่าเสื่อม 3-3.5 ลบ./เดือน) และตั้งเป้าให้ได้สัดส่วนผู้ป่วยชาวไทยที่ประมาณ 70% ส่วนที่เหลือจะมาจากผู้ป่วยชาวพม่าและจีน โรงพยาบาลน่าจะถึงจุดคุ้มทุนภายใน 4 ปี
- CHG Medical Center เปิด Stroke and Radiotherapy Center ไปเมื่อเร็ว ๆ นี้และจะเปิด Advance Wound Care และ Nuclear Medicine Center ต่อไป โรงพยาบาลน่าจะบันทึกค่าเสื่อม 2-2.5 ลบ./เดือน อย่างไรก็ตามค่าเสื่อมน่าจะไม่ลดการดำเนินงานรวมจากความต้องการที่อยู่ในระดับสูงสำหรับการรักษาโรคมะเร็งของ CHG3
- CHG ประสบความสำเร็จในการซื้อหุ้น 100% ของ Century Care Nursing Home (128 เตียง) และได้รวมกิจการดังกล่าวมาตั้งแต่เดือน มิ.ย. Century Care มีรายได้ประมาณ 5 ลบ. พร้อมอัตรากำไรสุทธิอยู่ที่ 5% CHG คาดว่าจะผนึกกำลังกับ Century Care และเพิ่มอัตรากำไรสุทธิของ Century Care จาก 50% เป็น 80% และอัตรากำไรสุทธิเป็น 15% นอกจากนี้ Century Care น่าจะช่วยให้เตียงผู้ป่วยในของ CHG3 และ CHG9 ที่เต็มอยู่ในปัจจุบันว่างเพิ่มขึ้น

Recommendation

- เรามองว่าราคาหุ้นที่อ่อนแอได้สะท้อนข่าวร้ายไปหมดแล้ว ปัจจุบัน CHG มีการซื้อขายที่ 25x ของค่า 2024E P/E ต่ำกว่าค่าเฉลี่ย 5 ปีย้อนหลังที่ 27x เราคาดว่ากำไรจะปรับตัวดีขึ้นมากในช่วง 2H23

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 (%)	-	7.8	5.3	11.1
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
EPS growth (%)	(33.9)	(57.3)	15.5	12.9
Core P/E (x)	12.1	28.4	24.6	21.7
Dividend yield (%)	5.2	2.1	2.4	2.8
EV/EBITDA (x)	8.3	16.3	14.2	12.4
Price/book (x)	4.5	4.5	4.1	3.8
Net debt/Equity (%)	(14.4)	(23.9)	(29.1)	(35.8)
ROE (%)	36.8	15.7	17.4	18.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	4.1	0.0	(21.1)
Relative to country (%)	4.1	(0.4)	(15.4)
Mkt cap (USD m)	950		
3m avg. daily turnover (USD m)	3.1		
Free float (%)	43		
Major shareholder	Kannikar Plussind (18%)		
12m high/low (THB)	4.04/2.68		
Issued shares (m)	11,000.00		

Sources: Bloomberg consensus; FSSIA estimates


Teerapol Udomvej, CFA

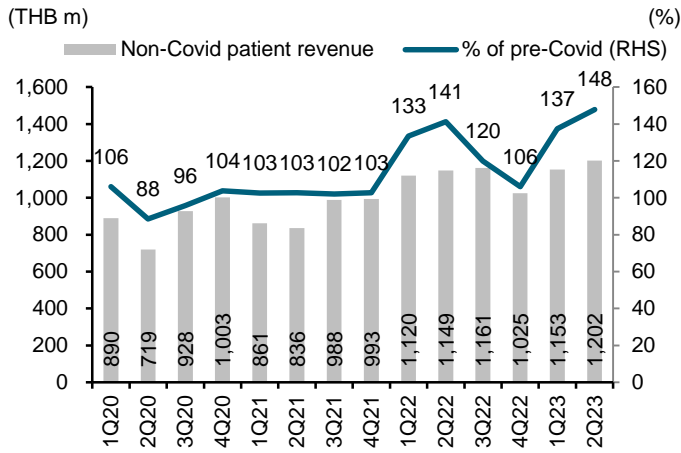
Analyst register no. 080523

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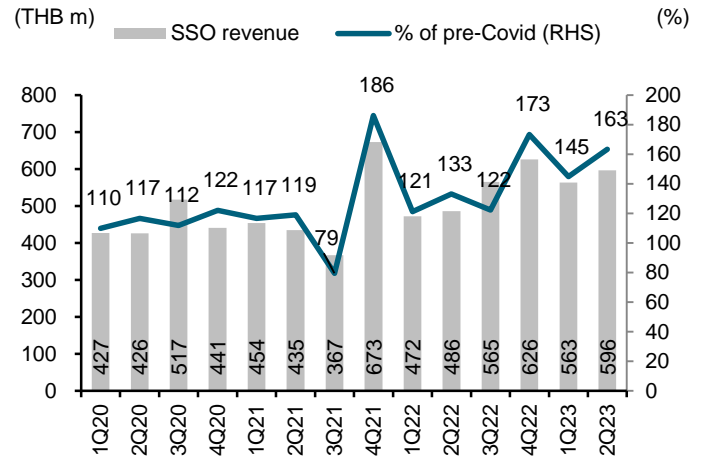
บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 18 สิงหาคม 2023

Exhibit 1: Non-Covid cash patient revenue



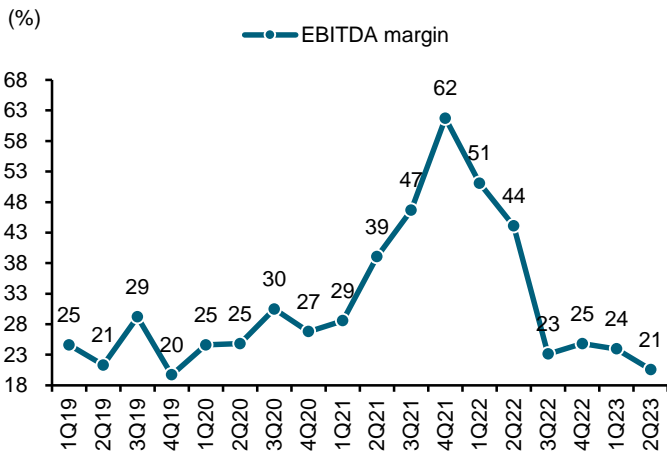
Note: Includes National Health Security Office (NHSO) revenue mainly from Heart Center
Source: CHG

Exhibit 2: SSO revenue, quarterly



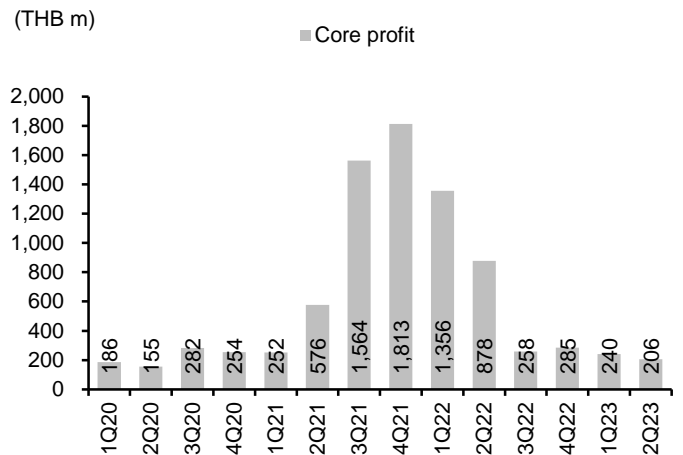
Note: Includes additional gain from chronic disease treatments of THB34m in 4Q22, THB190m in 4Q21, THB25m in 3Q20, and THB74m in 3Q19
Source: CHG

Exhibit 3: EBITDA margin



Source: CHG

Exhibit 4: Quarterly core profit



Source: CHG

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) *	8.0	12.1	28.4	24.6	21.7
Recurring P/E @ target price (x) *	10.2	15.4	36.2	31.3	27.7
Reported P/E (x)	8.0	12.1	28.4	24.6	21.7
Dividend yield (%)	6.5	5.2	2.1	2.4	2.8
Price/book (x)	4.4	4.5	4.5	4.1	3.8
Price/tangible book (x)	4.5	4.5	4.5	4.1	3.8
EV/EBITDA (x) **	5.6	8.3	16.3	14.2	12.4
EV/EBITDA @ target price (x) **	7.2	10.7	21.1	18.4	16.2
EV/invested capital (x)	5.6	4.7	5.1	5.0	5.0

* 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

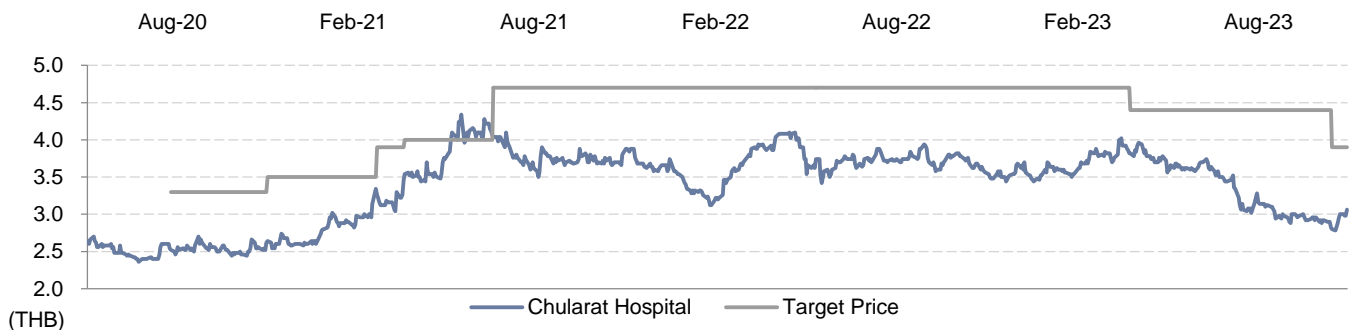
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History of change in investment rating and/or target price

Chularat Hospital (CHG TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
29-Oct-2020	BUY	3.30	20-May-2021	BUY	4.00	03-Aug-2023	BUY	3.90
21-Jan-2021	BUY	3.50	05-Aug-2021	BUY	4.70			
26-Apr-2021	BUY	3.90	09-Feb-2023	BUY	4.40			

Teerapol Udomvej, CFA started covering this stock from 30-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Chularat Hospital	CHG TB	THB 3.06	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.

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 Finasia 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 Finasia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 17-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.