EQUITY RESEARCH - ANALYST MEETING

BANGKOK CHAIN HOSPITAL

BCH TB

THAILAND / HEALTH CARE SERVICES



THB22.50

THB19.20

+17.2%

+11.4%

Key takeaways from analyst meeting

Highlights

- เรามีมุมมองเป็นบวกเล็กน้อยเกี่ยวกับการประชุมนักวิเคราะห์หลังผลประกอบการ 2Q23
- ผู้บริหารคงเป้าการเดิบโตของรายได้ในช่วง 12.7-13พัน ลบ. สำหรับปี 2023 ซึ่งหมายถึง รายได้ 7.2-7.5พัน ลบ. ในช่วง 2H23 คิดเป็นการเติบโตในระดับสูงเมื่อเทียบกับรายได้ 5.5พัน ลบ. ในช่วง 1H23 และ 6.2พัน ลบ. ในช่วง 2H22 จากข้อมูลของผู้บริหาร ปัจจัย หนุนสำคัญจะอยู่ที่ปริมาณผู้ป่วยทั้งไทยและต่างชาติที่อยู่ในระดับสูงรวมถึงอัตราการจ่าย ของสำนักงานประกันสังคม (SSO) ที่สูงขึ้นพร้อมกำไรพิเศษที่อาจได้จากการรักษาโรค กลุ่มภาระเสี่ยง ซึ่งบริษัทฯ น่าจะบันทึกได้ใน 4Q23
- ผลประกอบการของ 3 โรงพยาบาลใหม่ (KIH Aranyaprathet, KH Prachinburi และ KIH Vientiane) ปรับตัวดีขึ้นโดยมี EBITDA (หักผลขาดทุนจากอัตราแลกเปลี่ยน) รวม 18 ลบ. ใน 2Q23 (เทียบกับ EBITDA ติดลบ 8 ลบ. ใน 1Q23) ผู้บริหารคาดว่าการดำเนินงานจะ ปรับตัวดีขึ้นต่อเนื่องและตั้งเป้าให้ทั้ง 3 โรงพยาบาลพลิกมามีกำไรในปี 2025-26
- BCH ได้รับผลกระทบจากผลขาดทุนจากอัตราแลกเปลี่ยนของ KIH Vientiane ที่ประมาณ 200 ลบ. ในปี 2022 และประมาณ 78 ลบ. ในช่วง 1H23 เนื่องจากค่าเงิน LAK เมื่อเทียบ กับเงินบาทอ่อนตัวลดลงจาก 340 เป็น 560 มาตั้งแต่ปี 2022 BCH วางแผนจ่ายคืนเงินกู้ สกุลเงินบาททั้งหมด 480 ลบ. ภายในเดือน ต.ค. 23 โดยจะเพิ่มทุนของ KIH Vientiane ซึ่งจะช่วยตัดผลขาดทุนจากอัตราแลกเปลี่ยนตั้งแต่ 4Q23 เป็นตันไป
- ปริมาณผู้ป่วยต่างชาติโต 29% q-q ใน 2Q23 จากปริมาณผู้ป่วยชาวพม่าที่สูงขึ้นจาก บริเวณชายแดนไทย-พม่าที่แม่สายซึ่งทำให้รายได้ผู้ป่วยต่างชาติกระโดดเพิ่ม 47% y-y เป็น 935 ลบ. ใน 2Q และอาจแตะ 2พัน ลบ. ในปี 2023 (เทียบกับ 1.5พัน ลบ. ในปี 2022)
- BCH recently made a slight adjustment to its medical fees in 2Q23 to offset rising costs, especially utilities costs.
- เมื่อเร็ว ๆ นี้ BCH ได้ปรับค่าธรรมเนียมในการรักษาพยาบาลใน 2Q23 เพื่อชดเชยกับ ต้นทุนที่ปรับขึ้นโดยเฉพาะอย่างยิ่งต้นทุนค่าสาธารณูปโภค

Recommendation

 เราคิดว่าราคาหุ้นที่ปรับลงในช่วงที่ผ่านมา สะท้อนข่าวลบไปหมดแล้ว ปัจจุบัน BCH มี การซื้อขายที่ 28x ของค่า 2024E P/E ซึ่งต่ำกว่าค่าเฉลี่ย 5 ปีที่ 29x นอกจากนี้เรายังคาด อีกว่ากำไรจะปรับตัวดีในช่วง 2H23

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	18,827	12,851	14,089	15,342
Net profit	3,039	1,357	1,697	2,011
EPS (THB)	1.22	0.54	0.68	0.81
vs Consensus (%)	-	(10.1)	(2.9)	4.7
EBITDA	5,059	2,956	3,424	3,882
Recurring net profit	3,039	1,357	1,697	2,011
Core EPS (THB)	1.22	0.54	0.68	0.81
EPS growth (%)	(55.6)	(55.4)	25.1	18.5
Core P/E (x)	15.8	35.3	28.2	23.8
Dividend yield (%)	7.3	2.6	1.6	1.9
EV/EBITDA (x)	9.9	16.3	13.7	11.8
Price/book (x)	3.8	3.8	3.5	3.3
Net debt/Equity (%)	9.2	(6.1)	(13.9)	(21.2)
ROE (%)	23.9	10.9	13.0	14.3

TARGET PRICE

UP/DOWNSIDE

TP vs CONSENSUS

CLOSE



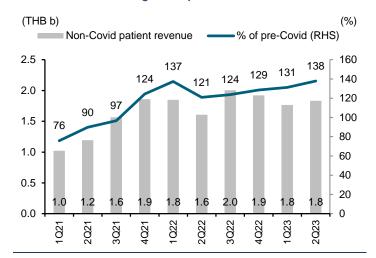
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	8.5	6.7	(1.0)
Relative to country (%)	7.1	5.7	4.4
Mkt cap (USD m)			1,365
3m avg. daily turnover (USD m)			5.8
Free float (%)			50
Major shareholder	Chaleri	m Harnpha	nich (33%)
12m high/low (THB)		2	2.20/16.60
Issued shares (m)			2,493.75

Sources: Bloomberg consensus; FSSIA estimates



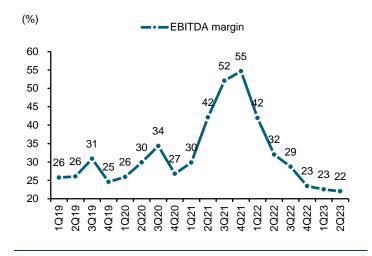
Teerapol Udomvej, CFA Analyst register no. 080523 teerapol.udo@fssia.com, +66 2611 3535

Exhibit 1: Non-Covid general patient revenue



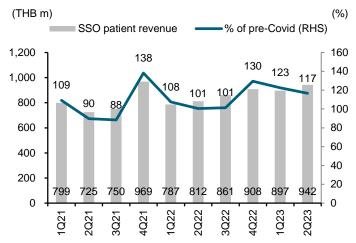
Source: BCH

Exhibit 3: EBITDA margin



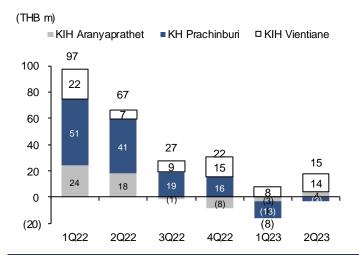
Note: 3Q22 excludes Moderna write-off Sources: BCH; FSSIA estimates

Exhibit 2: SSO revenue, quarterly



Source: BCH

Exhibit 4: Three new hospitals' EBITDA trend



Sources: BCH; FSSIA's compilation

Financial Statements

Bangkok Chain Hospital

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	21,405	18,827	12,851	14,089	15,342
Cost of goods sold	(10,561)	(12,772)	(8,971)	(9,691)	(10,427)
Gross profit	10,844	6,055	3,880	4,399	4,915
Other operating income	-	-	-	-	-
Operating costs	(1,469)	(1,946)	(1,928)	(2,015)	(2,133)
Operating EBITDA	10,248	5,059	2,956	3,424	3,882
Depreciation	(874)	(950)	(1,003)	(1,040)	(1,099)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	9,374	4,109	1,953	2,384	2,783
Net financing costs	(147)	(148)	(121)	(108)	(94)
Associates	2	0	2	2	2
Recurring non-operating income	127	84	88	92	96
Non-recurring items	0	0	0	0	0
Profit before tax	9,354	4,046	1,920	2,368	2,785
Tax	(1,846)	(888)	(384)	(473)	(557)
Profit after tax	7,507	3,157	1,536	1,895	2,228
Minority interests	(661)	(118)	(179)	(197)	(217)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	6,846	3,039	1,357	1,697	2,011
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	6,846	3,039	1,357	1,697	2,011
Per share (THB)					
Recurring EPS *	2.75	1.22	0.54	0.68	0.81
Reported EPS	2.75	1.22	0.54	0.68	0.81
DPS	0.33	1.40	0.50	0.30	0.37
Diluted shares (used to calculate per share data)	2,494	2,494	2,494	2,494	2,494
Growth					
Revenue (%)	139.8	(12.0)	(31.7)	9.6	8.9
Operating EBITDA (%)	306.3	(50.6)	(41.6)	15.8	13.4
Operating EBIT (%)	438.6	(56.2)	(52.5)	22.1	16.7
Recurring EPS (%)	456.9	(55.6)	(55.4)	25.1	18.5
Reported EPS (%)	456.9	(55.6)	(55.4)	25.1	18.5
Operating performance					
Gross margin inc. depreciation (%)	50.7	32.2	30.2	31.2	32.0
Gross margin exc. depreciation (%)	54.7	37.2	38.0	38.6	39.2
Operating EBITDA margin (%)	47.9	26.9	23.0	24.3	25.3
Operating EBIT margin (%)	43.8	21.8	15.2	16.9	18.1
Net margin (%)	32.0	16.1	10.6	12.0	13.1
Effective tax rate (%)	19.7	22.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	12.0	114.9	91.9	44.0	46.4
Interest cover (X)	64.5	28.4	16.9	23.0	30.6
Inventory days	12.9	12.3	13.9	10.7	10.8
Debtor days	42.9	49.3	43.7	39.9	36.6
Creditor days	40.3	41.0	49.9	38.6	38.7
Operating ROIC (%)	51.4	21.4	11.7	15.6	18.4
ROIC (%)	50.1	21.0	11.7	15.3	18.0
ROE (%)	68.9	23.9	10.9	13.0	14.3
ROA (%)	35.5	14.2	8.3	10.1	11.2
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2021	2022	2023E	2024E	2025E
Cash patient revenue	7,476	9,372	9,099	10,032	10,954
SSO patient revenue	2,905	3,371	3,752	4,058	4,388
NHSO patient revenue	11,023	6,084	0	0	0

Sources: Bangkok Chain Hospital; FSSIA estimates

Financial Statements

Bangkok Chain Hospital

1,357		
	1,697	2,01
1,003	1,040	1,09
	-	
176	197	21
1,786	125 3,059	12 3,45
4,322 (896)	(986)	(1,074
(890)	(900)	(1,074
0	0	
-	-	
(896)	(986)	(1,074
(1,247)	(746)	(933
0	0	(000
0	(800)	
(99)	(109)	(119
(1,346)	(1,655)	(1,053
-	-	•
0	0	
0	0	
2,080	418	1,32
3,550.83	2,188.14	2,480.2
3,327.20	1,164.45	2,258.9
1.42	0.88	0.9
1.33	0.47	0.9
1.02	1.18	1.3
2023E	2024E	2025
2023E	2024E	20251
21,174	22,160	23,23
(8,995)	(10,035)	(11,134
12,179	12,125	12,10
425	425	42
-	-	
32	32	3.
4,720	5,139	6,46
1,539	1,539	1,53
244	265	28
124	135	14
6,626	7,077	8,43
223	223	22
19,485	19,882	21,21
12,555	13,506 1,234	14,58 1,33
1,146 13,700	14,740	15,91
3,888	3,088	3,08
163	163	16
4, 051	3,251	3,25
876	951	1,02
0	0	1,02
856	939	1,02
1,733	1,890	2,04
19,485	19,882	21,21
173	49	(77
13,032	12,853	12,70
5.02	E 42	5.0
5.03 4.86	5.42 5.25	5.8 5.6
4.00	5.25	5.0
(0.4)	(40.0)	(04.0
(6.1)	(13.9)	(21.2
(4.3)	(10.3)	(15.9
3.8 28.5	3.7 11.8	4. 25.
2023E	2024E	2025
35.3	28.2	23.
41.4	33.1	27.
35.3	28.2	23.
2.6	1.6	1.
3.8	3.5	3.
3.9	3.7	3.
16.3	13.7	11.
19.1	16.2	13.
3.7	3.7	3.
	3.8 3.9 16.3 19.1 3.7	3.8 3.5 3.9 3.7 16.3 13.7 19.1 16.2

Sources: Bangkok Chain 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 Thail 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 <u>CAC certified member</u> 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 <u>CAC Council</u> 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 <u>Environmental</u>, and <u>Social</u> issues, by managing business with transparency in <u>Governance</u>. 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:

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.

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.

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.

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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History of change in investment rating and/or target price



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
23-Sep-2020	BUY	20.00	14-Jul-2021	BUY	28.00	09-Feb-2023	BUY	25.50
20-Apr-2021	BUY	23.00	05-Aug-2021	BUY	28.50	03-May-2023	BUY	23.50
25-May-2021	BUY	24.00	25-Oct-2022	BUY	26.00	03-Aug-2023	BUY	22.50

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
Bangkok Chain Hospital	BCH TB	THB 19.20	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.

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

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All share prices are as at market close on 23-Aug-2023 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.