

# SEAFCO SEAFCO TB

THAILAND / CONSTRUCTION SERVICES

## BUY

  
UNCHANGED

## Key takeaways from analyst meeting

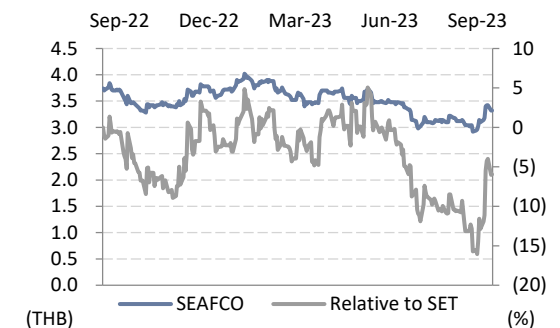
TARGET PRICE	THB4.70
CLOSE	THB3.32
UP/DOWNSIDE	+41.6%
TP vs CONSENSUS	+14.6%

### Highlights

- We have a slightly positive view from the opportunity day on 5 September.
- Management has shown confidence with its 2023 revenue target of THB1.5b, surging from THB781m in 2022. Meanwhile, it aims to reach a new target of THB1.8b (vs THB909m in 1H23).
- SEAFCO had a backlog of THB1.16b at the end of July-23, which would be gradually recognised until early in 2024. Of that, it would book not less than THB800m for the rest of this year.
- A new potential backlog should come from tendered projects worth THB9.5b, which are under review by the project owners (success rate of around 28-30%). These consist of 73% private sector and 27% government sector projects.
- Currently, there is no worker shortage, as the number has increased to 500 persons (vs 200-300 persons at the Covid level), but the market situation remains highly competitive.
- Management expects that the new government should boost infrastructure investment, which might be clarified in the next two quarters. Meanwhile, SEAFCO will monitor the higher minimum wage policy that may be implemented, which would lift construction costs. However, in such an event, the company would pass on the cost increase to the selling price.
- In management's view, 3Q23 performance could rise q-q and y-y, supported by the 3QTD average concrete amount poured reaching 1,161 CBM/day (vs 1,014 CBM/day in 2Q23).
- The key driver for its 3Q23 revenue to jump q-q and y-y would come from full construction on three sections of the MRT Purple Line.
- Gross margin should recover to 15-16% in 3Q23, relatively in line with 1Q23 vs 12.4% in 2Q23, which was pressured by cost overruns on some ongoing projects. Moreover, 3Q23 SG&A should decrease q-q, compared to 2Q23 which had one-time items worth THB6m.
- Preliminarily, we project its 3Q23 earnings to be THB35m-40m, improving from a net profit of THB12.5m in 2Q23 and a loss of THB39m in 3Q22.
- We maintain our 2023E core profit of THB114m, recovering from a loss of THB133m in 2022. For foundation contractors, we prefer SEAFCO to PYLON.

### KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	781	1,742	1,862	1,962
Net profit	(129)	114	157	164
EPS (THB)	(0.18)	0.15	0.21	0.22
vs Consensus (%)	-	(5.1)	9.4	(3.5)
EBITDA	19	308	367	399
Recurring net profit	(133)	114	157	164
Core EPS (THB)	(0.18)	0.15	0.21	0.22
EPS growth (%)	nm	nm	36.9	4.5
Core P/E (x)	(18.4)	21.5	15.7	15.0
Dividend yield (%)	-	2.3	3.2	3.3
EV/EBITDA (x)	140.3	8.7	7.2	6.6
Price/book (x)	1.7	1.7	1.6	1.5
Net debt/Equity (%)	16.4	15.1	11.8	9.8
ROE (%)	(8.9)	7.9	10.3	10.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	6.4	(4.6)	(10.3)
Relative to country (%)	5.2	(5.8)	(5.3)
Mkt cap (USD m)	69		
3m avg. daily turnover (USD m)	0.1		
Free float (%)	74		
Major shareholder	Thasnanipan Family (26%)		
12m high/low (THB)	4.10/2.90		
Issued shares (m)	739.71		

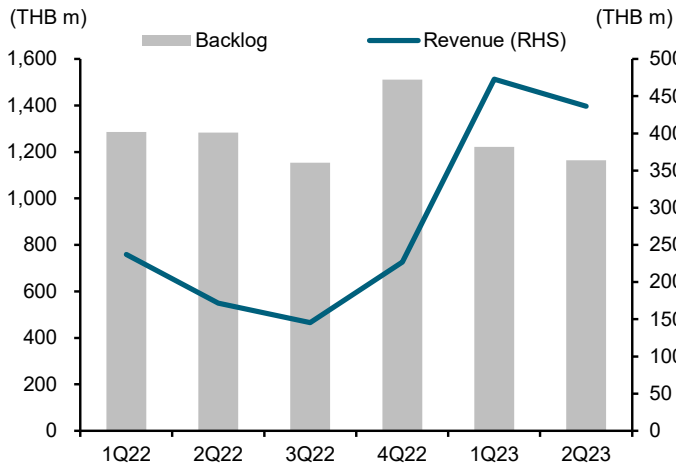
Sources: Bloomberg consensus; FSSIA estimates


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Analyst register no. 101203

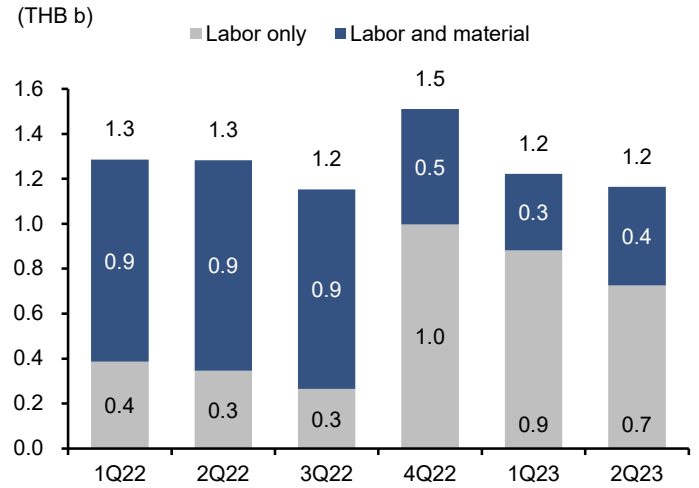
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**Exhibit 1: Quarterly backlog and revenue**



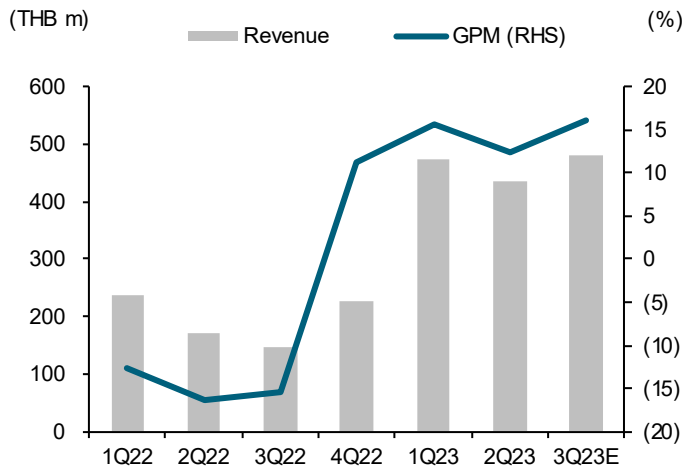
Sources: SEAFCO; FSSIA's compilation

**Exhibit 2: Quarterly backlog breakdown by contract**



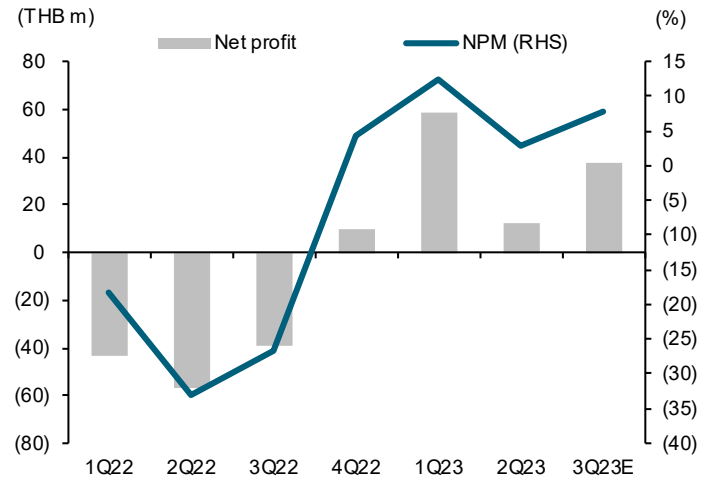
Sources: SEAFCO; FSSIA's compilation

**Exhibit 3: Quarterly revenue and GPM**



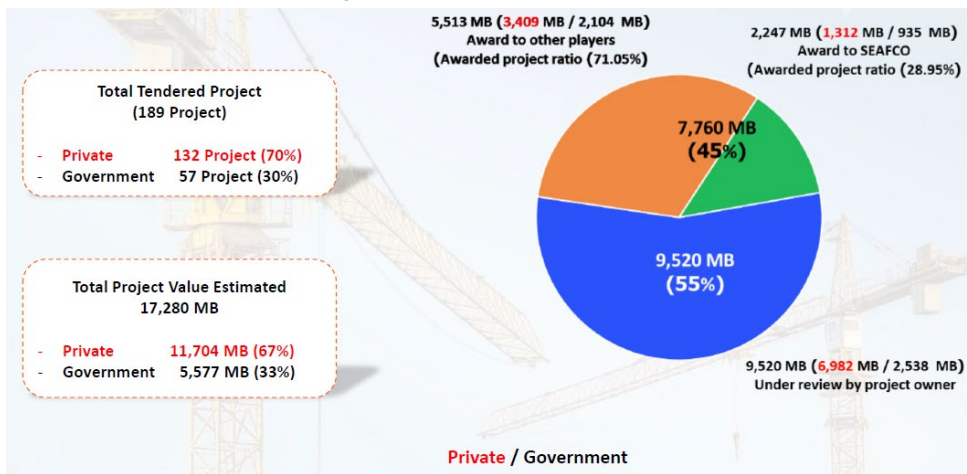
Sources: SEAFCO; FSSIA estimates

**Exhibit 4: Quarterly net profit and NPM**



Sources: SEAFCO; FSSIA estimates

**Exhibit 5: Total tendered projects**



Source: SEAFCO

## Financial Statements

Seafo

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	1,435	781	1,742	1,862	1,962
Cost of goods sold	(1,404)	(837)	(1,514)	(1,590)	(1,676)
<b>Gross profit</b>	<b>31</b>	<b>(56)</b>	<b>228</b>	<b>272</b>	<b>286</b>
Other operating income	41	25	25	25	25
Operating costs	(120)	(109)	(120)	(121)	(123)
<b>Operating EBITDA</b>	<b>161</b>	<b>19</b>	<b>308</b>	<b>367</b>	<b>399</b>
Depreciation	(209)	(158)	(174)	(192)	(211)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>(48)</b>	<b>(139)</b>	<b>134</b>	<b>175</b>	<b>188</b>
Net financing costs	(21)	(15)	(15)	(15)	(15)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	(2)	4	0	0	0
<b>Profit before tax</b>	<b>(70)</b>	<b>(150)</b>	<b>118</b>	<b>161</b>	<b>174</b>
Tax	11	25	0	0	(6)
<b>Profit after tax</b>	<b>(60)</b>	<b>(125)</b>	<b>118</b>	<b>161</b>	<b>168</b>
Minority interests	3	(5)	(4)	(4)	(4)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>(57)</b>	<b>(129)</b>	<b>114</b>	<b>157</b>	<b>164</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>2</b>	<b>(4)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>(55)</b>	<b>(133)</b>	<b>114</b>	<b>157</b>	<b>164</b>
<b>Per share (THB)</b>					
Recurring EPS *	(0.07)	(0.18)	0.15	0.21	0.22
Reported EPS	(0.08)	(0.18)	0.15	0.21	0.22
DPS	0.00	0.00	0.08	0.11	0.11
Diluted shares (used to calculate per share data)	740	740	740	740	740
<b>Growth</b>					
Revenue (%)	(43.9)	(45.6)	123.0	6.9	5.4
Operating EBITDA (%)	(62.8)	(88.1)	1,504.0	19.2	8.7
Operating EBIT (%)	nm	nm	nm	31.3	7.3
Recurring EPS (%)	nm	nm	nm	36.9	4.5
Reported EPS (%)	nm	nm	nm	36.9	4.5
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	2.2	(7.1)	13.1	14.6	14.6
Gross margin exc. depreciation (%)	16.7	13.2	23.1	24.9	25.3
Operating EBITDA margin (%)	11.2	2.5	17.7	19.7	20.3
Operating EBIT margin (%)	(3.3)	(17.8)	7.7	9.4	9.6
Net margin (%)	(3.8)	(17.1)	6.6	8.4	8.3
Effective tax rate (%)	15.2	17.0	0.0	0.0	3.3
Dividend payout on recurring profit (%)	-	-	50.0	50.0	50.0
Interest cover (X)	(2.3)	(9.5)	8.8	11.9	12.8
Inventory days	22.4	31.4	17.9	20.9	19.9
Debtor days	170.4	214.9	96.2	117.6	118.4
Creditor days	161.5	188.1	111.7	140.9	142.7
Operating ROIC (%)	(2.7)	(8.4)	8.5	10.8	11.1
ROIC (%)	(1.8)	(6.0)	6.1	7.8	8.1
ROE (%)	(3.5)	(8.9)	7.9	10.3	10.2
ROA (%)	(1.4)	(4.8)	5.6	6.7	6.7
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
	2021	2022	2023E	2024E	2025E
Hire of work	1,434	780	1,740	1,860	1,960
Sales of materials and services	1	2	2	2	2

Sources: Seafo; FSSIA estimates

## Financial Statements

Seafo

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	(55)	(133)	114	157	164
Depreciation	209	158	174	192	211
Associates & minorities	(3)	5	4	4	4
Other non-cash items	-	-	-	-	-
Change in working capital	45	194	(42)	11	(8)
<b>Cash flow from operations</b>	<b>196</b>	<b>224</b>	<b>250</b>	<b>363</b>	<b>371</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(44)	(93)	(179)	(242)	(261)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(44)</b>	<b>(93)</b>	<b>(179)</b>	<b>(242)</b>	<b>(261)</b>
Dividends paid	0	0	(61)	(82)	(86)
Equity finance	(9)	1	0	0	0
Debt finance	(31)	(254)	32	(29)	0
Other financing cash flows	8	4	0	0	0
<b>Cash flow from financing</b>	<b>(32)</b>	<b>(249)</b>	<b>(30)</b>	<b>(112)</b>	<b>(86)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>121</b>	<b>(118)</b>	<b>41</b>	<b>10</b>	<b>24</b>
Free cash flow to firm (FCFF)	173.16	145.01	86.00	136.66	124.90
Free cash flow to equity (FCFE)	130.13	(119.44)	102.44	92.66	110.20

### Per share (THB)

FCFF per share	0.23	0.20	0.12	0.18	0.17
FCFE per share	0.18	(0.16)	0.14	0.13	0.15
Recurring cash flow per share	0.20	0.04	0.40	0.48	0.51

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	2,567	2,494	2,504	2,554	2,604
Less: Accumulated depreciation	(1,390)	(1,390)	(1,390)	(1,390)	(1,390)
<b>Tangible fixed assets (net)</b>	<b>1,177</b>	<b>1,104</b>	<b>1,114</b>	<b>1,164</b>	<b>1,214</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	76	85	80	80	80
Cash & equivalents	231	113	154	165	189
A/C receivable	582	338	580	620	653
Inventories	65	52	80	80	80
Other current assets	73	78	78	78	78
<b>Current assets</b>	<b>952</b>	<b>581</b>	<b>893</b>	<b>943</b>	<b>1,001</b>
Other assets	508	395	415	425	435
<b>Total assets</b>	<b>2,713</b>	<b>2,164</b>	<b>2,501</b>	<b>2,611</b>	<b>2,729</b>
Common equity	1,553	1,428	1,485	1,564	1,646
Minorities etc.	1	2	2	2	2
<b>Total shareholders' equity</b>	<b>1,553</b>	<b>1,430</b>	<b>1,488</b>	<b>1,566</b>	<b>1,648</b>
Long term debt	235	210	125	156	156
Other long-term liabilities	82	41	60	80	80
<b>Long-term liabilities</b>	<b>317</b>	<b>251</b>	<b>185</b>	<b>236</b>	<b>236</b>
A/C payable	402	298	522	558	588
Short term debt	366	138	254	194	194
Other current liabilities	75	47	52	57	63
<b>Current liabilities</b>	<b>842</b>	<b>483</b>	<b>828</b>	<b>809</b>	<b>845</b>
<b>Total liabilities and shareholders' equity</b>	<b>2,713</b>	<b>2,164</b>	<b>2,501</b>	<b>2,611</b>	<b>2,729</b>
Net working capital	244	123	164	163	161
Invested capital	2,005	1,706	1,773	1,831	1,889

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

### Per share (THB)

Book value per share	2.10	1.93	2.01	2.11	2.22
Tangible book value per share	2.10	1.93	2.01	2.11	2.22

### Financial strength

Net debt/equity (%)	23.8	16.4	15.1	11.8	9.8
Net debt/total assets (%)	13.6	10.8	9.0	7.1	5.9
Current ratio (x)	1.1	1.2	1.1	1.2	1.2
CF interest cover (x)	9.4	(0.8)	19.6	23.7	26.2

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>(44.8)</b>	<b>(18.4)</b>	<b>21.5</b>	<b>15.7</b>	<b>15.0</b>
<b>Recurring P/E @ target price (x) *</b>	<b>(63.5)</b>	<b>(26.1)</b>	<b>30.4</b>	<b>22.2</b>	<b>21.2</b>
Reported P/E (x)	(43.4)	(19.0)	21.5	15.7	15.0
Dividend yield (%)	-	-	2.3	3.2	3.3
Price/book (x)	1.6	1.7	1.7	1.6	1.5
Price/tangible book (x)	1.6	1.7	1.7	1.6	1.5
EV/EBITDA (x) **	17.5	140.3	8.7	7.2	6.6
EV/EBITDA @ target price (x) **	23.9	193.6	12.0	10.0	9.1
EV/invested capital (x)	1.4	1.6	1.5	1.4	1.4

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

Sources: Seafo; 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)<sup>1</sup>

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)<sup>2</sup>

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)<sup>3</sup>

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)<sup>4</sup> 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 Indices<sup>5</sup> (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:

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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.

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

<sup>5</sup> 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**

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

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**History of change in investment rating and/or target price**

**Seafo (SEAFKO TB)**



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
04-Apr-2023	BUY	4.70	-	-	-	-	-	-

Thanyatorn Songwutti started covering this stock from 04-Apr-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Seafo	SEAFKO TB	THB 3.32	BUY	Downside risks to our P/BV-based TP include 1) fewer new projects than expected; 2) fewer projects up for bidding than expected; 3) political uncertainty; 4) delays in construction; 5) labour shortages; 6) higher raw material and labour costs; and 7) intense competition.

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 05-Sep-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.