

## NAMWIWAT MEDICAL CORPORATION

## NAM TB

THAILAND / PERSONAL PRODUCTS &amp; PHARMACEUTICALS

BUY

## 3Q23 results at first glance

TARGET PRICE

THB10.00

CLOSE

THB5.45

UP/DOWNSIDE

+83.5%

กำไรปกติ 3Q23 +41.8% q-q, +44.4% y-y

## Highlights

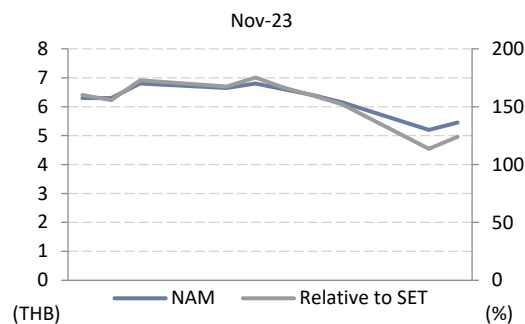
- NAM มีกำไรสุทธิ 3Q23 ที่ 58.5 ลบ. เพิ่มขึ้น 70.2% q-q และ 73.3% y-y หากไม่รวมรายการพิเศษที่เป็นผลกำไรจากการจำหน่ายสินทรัพย์ไม่มีตัวตนที่เป็นต้นแบบผลิตภัณฑ์ จะมีกำไรปกติ 48.8 ลบ. เพิ่มขึ้น 41.8% q-q, 44.4% y-y
- กำไรที่เพิ่มขึ้น q-q แม้รายได้รวมปรับลง 8.9% q-q จากธุรกิจผลิตและจำหน่ายเครื่องมือแพทย์ เนื่องจากเป็นช่วงเปลี่ยนแปลงรัฐบาลส่งผลให้การประมูลงานล่าช้า แต่อัตรากำไรขั้นต้นปรับขึ้นมาอยู่ที่ 31.9% เทียบกับ 29.8% ใน 2Q23 กลุ่มสินค้าที่ขายได้ดีมี margin ที่สูงกว่าในกลุ่มสินค้าที่จำหน่ายใน 2Q23 รวมถึงค่าใช้จ่ายในการขายและบริหารลดลง
- ส่วนกำไรที่เพิ่มขึ้น y-y หลักๆ มาจากรายได้จากการขายและบริการที่เพิ่มขึ้น 24.2% y-y จากการจำหน่ายอุปกรณ์ทางการแพทย์ โดยสินค้าหลักยังคงเป็นสินค้ากลุ่มเครื่องมือฆ่าเชื้ออัตโนมัติ และรายได้การขายวัสดุสิ้นเปลืองทางการแพทย์ที่เพิ่มขึ้น แม้อัตรากำไรขั้นต้นลดลงจากต้นทุนสินค้าคงเหลือที่เพิ่มขึ้น แต่ก็ถูกชดเชยด้วยค่าใช้จ่ายในการดำเนินงานที่ปรับลดลง

## Outlook

- กำไรสุทธิ 9M23 อยู่ที่ 150 ลบ. +71% y-y คิดเป็น 72% ของประมาณการของเราทั้งปี 2023 ที่ 209 ลบ. แนวโน้ม 4Q23 กำไรปกติน่าจะดีต่อ จากรายได้ในช่วงต.ค. 2023 ที่อยู่ในระดับดีหลังมีรัฐบาลใหม่ทำให้มีการเบิกจ่ายงบประมาณประจำปีมากขึ้น เรายังคงประมาณการกำไรปกติปี 2023-25 เท่าเดิม
- คาดการณ์กำไรสุทธิปี 2023-25 โตเฉลี่ยปีละ 28% y-y จากการขยายกำลังผลิตเพื่อรองรับความต้องการที่เพิ่มขึ้นของเครื่องมือฆ่าเชื้ออุปกรณ์ทางการแพทย์ตามระบบสาธารณสุขที่ต้องการความปลอดภัยมากขึ้น และการขยายฐานลูกค้าภาคเอกชนมากยิ่งขึ้น
- คงราคาเป้าหมายปี 2024 ที่ 10 บาท อิง PE 22 เท่าของค่าเฉลี่ยบริษัทผู้ผลิตและจำหน่ายเครื่องมือ และอุปกรณ์ทางการแพทย์ในต่างประเทศอย่าง Steris และ Getinge และยังมี PEG 0.79 เท่า ภายใต้อัตราการเติบโตของกำไรปี 2023-25 เฉลี่ย 28% CAGR

## KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	1,099	1,236	1,567	1,880
Net profit	165	209	309	385
EPS (THB)	0.28	0.30	0.44	0.55
vs Consensus (%)	-	-	-	-
EBITDA	244	295	426	538
Recurring net profit	165	209	309	385
Core EPS (THB)	0.28	0.30	0.44	0.55
Chg. In EPS est. (%)	nm	nm	nm	nm
EPS growth (%)	(96.8)	7.7	47.6	24.7
Core P/E (x)	19.7	18.3	12.4	9.9
Dividend yield (%)	7.5	1.8	2.2	3.3
EV/EBITDA (x)	13.9	11.8	8.7	7.1
Price/book (x)	2.7	2.2	2.1	2.0
Net debt/Equity (%)	11.9	(19.1)	(6.5)	1.1
ROE (%)	20.1	14.2	17.4	20.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	n/a	n/a	n/a
Relative to country (%)	n/a	n/a	n/a
Mkt cap (USD m)	106		
3m avg. daily turnover (USD m)	n/a		
Free float (%)	26		
Major shareholder	Chaiturdkiat family (59%)		
12m high/low (THB)	7.90/5.20		
Issued shares (m)	700.00		

Sources: Bloomberg consensus; FSSIA estimates



Songklod Wongchai

Fundamental Investment Analyst on Securities; License no. 018086  
songklod.won@fssia.com, +66 2646 9970

หมายเหตุ : บริษัทหลักทรัพย์ ฟินันซ่า จำกัด เป็นผู้จัดการการจัดจำหน่าย และรับประกันการจำหน่ายหุ้นสามัญของ บริษัท นำวิวัฒน์ เมดิคอล คอร์ปอเรชั่น จำกัด (มหาชน) ที่เสนอขายต่อประชาชนเป็นครั้งแรก (IPO)

Exhibit 1: 3Q23 results summary

Profit & Loss Statement	1Q22	2Q22	3Q22	1Q23	2Q23	3Q23	----- Change -----		----- 9M23 -----		
Year to Dec 31	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(y-y%)	(%23E)
Revenue	301	210	232	278	316	288	(8.9)	24.2	882	19	71
Gross profit	54	62	78	291	94	92	(2.4)	18.2	293	51	59
Operating costs	16	32	32	34	45	28	(37.3)	(12.1)	107	34	73
<b>Operating profit</b>	<b>38</b>	<b>30</b>	<b>46</b>	<b>201</b>	<b>49</b>	<b>64</b>	<b>29.2</b>	<b>39.2</b>	<b>186</b>	<b>63</b>	<b>68</b>
Other income	5	0	0	1	0	12	<i>nm</i>	<i>nm</i>	14	144	456
Interest expense	3	3	3	3	4	4	15.7	38.3	11	23	82
<b>Profit before tax</b>	<b>40</b>	<b>28</b>	<b>43</b>	<b>214</b>	<b>46</b>	<b>72</b>	<b>56.2</b>	<b>67.1</b>	<b>188</b>	<b>70</b>	<b>72</b>
Tax	7	7	9	13	12	13	14.8	44.4	38	67	73
<b>Reported net profit</b>	<b>33.1</b>	<b>20.9</b>	<b>33.8</b>	<b>57.5</b>	<b>34.4</b>	<b>58.5</b>	<b>70.2</b>	<b>73.3</b>	<b>150</b>	<b>71</b>	<b>72</b>
Recurring net profit	33.1	20.9	33.8	57.5	34.4	48.8	41.8	44.4	141	60	67
EPS (THB)	0.06	0.04	0.06	0.10	0.06	0.10	69.9	73.4	0.25	0	84
<b>Key Ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(ppt)</b>	
Gross margin	18.1	29.5	33.6	104.6	29.8	31.9	2.1	(1.6)	33.2	7.1	
Net margin	11.0	9.9	14.6	20.7	10.9	20.3	9.4	5.8	21.1	5.7	
SG&A / Sales	5.4	15.1	13.8	12.2	14.2	9.8	(4.4)	(4.0)	17.0	6.3	
Effective tax rate	17.2	24.2	21.4	6.2	25.2	18.5	(6.7)	(2.9)	20.2	(0.4)	

Source: NAM

## Financial Statements

Namwiwat Medical Corporation

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	992	1,099	1,236	1,567	1,880
Cost of goods sold	(655)	(773)	(825)	(1,048)	(1,257)
<b>Gross profit</b>	<b>338</b>	<b>326</b>	<b>410</b>	<b>519</b>	<b>624</b>
Other operating income	0	0	0	0	0
Operating costs	(107)	(103)	(136)	(119)	(129)
<b>Operating EBITDA</b>	<b>249</b>	<b>244</b>	<b>295</b>	<b>426</b>	<b>538</b>
Depreciation	(18)	(21)	(21)	(26)	(43)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>230</b>	<b>223</b>	<b>274</b>	<b>400</b>	<b>495</b>
Net financing costs	(14)	(12)	(12)	(13)	(13)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>216</b>	<b>211</b>	<b>262</b>	<b>387</b>	<b>482</b>
Tax	(44)	(46)	(53)	(78)	(97)
<b>Profit after tax</b>	<b>172</b>	<b>165</b>	<b>209</b>	<b>309</b>	<b>385</b>
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>172</b>	<b>165</b>	<b>209</b>	<b>309</b>	<b>385</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>172</b>	<b>165</b>	<b>209</b>	<b>309</b>	<b>385</b>
<b>Per share (THB)</b>					
Recurring EPS *	8.62	0.28	0.30	0.44	0.55
Reported EPS	8.62	0.28	0.30	0.44	0.55
DPS	0.00	0.41	0.10	0.12	0.18
Diluted shares (used to calculate per share data)	20	595	700	700	700
<b>Growth</b>					
Revenue (%)	46.4	10.8	12.4	26.8	20.0
Operating EBITDA (%)	49.8	(1.8)	20.9	44.1	26.2
Operating EBIT (%)	55.4	(3.2)	23.1	45.7	23.7
Recurring EPS (%)	52.0	(96.8)	7.7	47.6	24.7
Reported EPS (%)	52.0	(96.8)	7.7	47.6	24.7
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	34.0	29.7	33.2	33.1	33.2
Gross margin exc. depreciation (%)	35.9	31.6	34.9	34.8	35.5
Operating EBITDA margin (%)	25.1	22.2	23.9	27.2	28.6
Operating EBIT margin (%)	23.2	20.3	22.2	25.5	26.3
Net margin (%)	17.4	15.0	16.9	19.7	20.5
Effective tax rate (%)	20.1	20.8	20.0	20.0	20.0
Dividend payout on recurring profit (%)	-	147.0	33.7	27.7	32.6
Interest cover (X)	16.4	18.7	22.9	30.8	38.1
Inventory days	166.0	183.7	167.3	131.6	110.9
Debtor days	90.3	112.1	137.4	122.2	114.2
Creditor days	46.5	59.0	63.0	57.7	59.8
Operating ROIC (%)	27.2	17.2	16.5	21.6	23.1
ROIC (%)	26.0	16.3	15.5	20.1	21.4
ROE (%)	47.9	20.1	14.2	17.4	20.9
ROA (%)	19.5	12.7	11.3	14.4	16.9
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Distribution	854	887	709	894	1,072
Rental and services	114	142	414	539	646
Construction	24	70	112	135	162

Sources: Namwiwat Medical Corporation; FSSIA estimates

## Financial Statements

Namwiwat Medical Corporation

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	172	165	209	309	385
Depreciation	18	21	21	26	43
Associates & minorities	0	0	0	0	0
Other non-cash items	0	0	0	0	0
Change in working capital	(114)	(530)	(31)	(125)	(70)
<b>Cash flow from operations</b>	<b>77</b>	<b>(344)</b>	<b>199</b>	<b>209</b>	<b>358</b>
Capex - maintenance	(46)	(47)	(40)	(160)	(190)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(10)	(56)	(8)	(15)	(14)
Other investments (net)	0	0	0	0	0
<b>Cash flow from investing</b>	<b>(56)</b>	<b>(103)</b>	<b>(48)</b>	<b>(175)</b>	<b>(204)</b>
Dividends paid	0	(243)	(71)	(86)	(125)
Equity finance	(26)	842	390	(173)	(173)
Debt finance	18	(86)	(118)	(16)	(6)
Other financing cash flows	-	-	-	-	-
<b>Cash flow from financing</b>	<b>(8)</b>	<b>514</b>	<b>201</b>	<b>(275)</b>	<b>(305)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	3	11	7	9	6
<b>Net other adjustments</b>	<b>3</b>	<b>11</b>	<b>7</b>	<b>9</b>	<b>6</b>
<b>Movement in cash</b>	<b>17</b>	<b>79</b>	<b>359</b>	<b>(232)</b>	<b>(145)</b>
Free cash flow to firm (FCFF)	35.55	(433.33)	163.71	48.13	167.48
Free cash flow to equity (FCFE)	42.41	(520.77)	39.72	27.32	153.86

### Per share (THB)

FCFF per share	0.05	(0.62)	0.23	0.07	0.24
FCFE per share	0.06	(0.74)	0.06	0.04	0.22
Recurring cash flow per share	9.54	0.31	0.33	0.48	0.61

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	457	487	527	687	877
Less: Accumulated depreciation	(100)	(104)	(127)	(157)	(204)
<b>Tangible fixed assets (net)</b>	<b>357</b>	<b>383</b>	<b>400</b>	<b>530</b>	<b>673</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	0	0	0	0	0
Invest. in associates & subsidiaries	3	0	0	0	0
Cash & equivalents	41	120	478	247	103
A/C receivable	236	439	491	558	618
Inventories	388	369	369	369	369
Other current assets	0	303	340	431	517
<b>Current assets</b>	<b>665</b>	<b>1,231</b>	<b>1,678</b>	<b>1,605</b>	<b>1,606</b>
Other assets	30	84	94	119	143
<b>Total assets</b>	<b>1,055</b>	<b>1,697</b>	<b>2,172</b>	<b>2,253</b>	<b>2,422</b>
Common equity	434	1,210	1,743	1,798	1,887
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>434</b>	<b>1,210</b>	<b>1,743</b>	<b>1,798</b>	<b>1,887</b>
Long term debt	135	106	95	90	85
Other long-term liabilities	39	36	38	48	58
<b>Long-term liabilities</b>	<b>174</b>	<b>142</b>	<b>133</b>	<b>138</b>	<b>143</b>
A/C payable	108	135	142	181	217
Short term debt	214	157	50	39	38
Other current liabilities	126	53	103	97	136
<b>Current liabilities</b>	<b>447</b>	<b>345</b>	<b>295</b>	<b>317</b>	<b>392</b>
<b>Total liabilities and shareholders' equity</b>	<b>1,055</b>	<b>1,697</b>	<b>2,172</b>	<b>2,253</b>	<b>2,422</b>
Net working capital	391	923	954	1,080	1,150
Invested capital	781	1,389	1,448	1,729	1,966

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

### Per share (THB)

Book value per share	21.71	2.03	2.49	2.57	2.70
Tangible book value per share	21.71	2.03	2.49	2.57	2.70

### Financial strength

Net debt/equity (%)	71.0	11.9	(19.1)	(6.5)	1.1
Net debt/total assets (%)	29.2	8.5	(15.3)	(5.2)	0.8
Current ratio (x)	1.5	3.6	5.7	5.1	4.1
CF interest cover (x)	4.0	(42.7)	4.3	3.1	12.8

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>0.6</b>	<b>19.7</b>	<b>18.3</b>	<b>12.4</b>	<b>9.9</b>
<b>Recurring P/E @ target price (x) *</b>	<b>1.2</b>	<b>36.1</b>	<b>33.5</b>	<b>22.7</b>	<b>18.2</b>
Reported P/E (x)	0.6	19.7	18.3	12.4	9.9
Dividend yield (%)	-	7.5	1.8	2.2	3.3
Price/book (x)	0.3	2.7	2.2	2.1	2.0
Price/tangible book (x)	0.3	2.7	2.2	2.1	2.0
EV/EBITDA (x) **	1.7	13.9	11.8	8.7	7.1
EV/EBITDA @ target price (x) **	2.0	24.9	22.6	16.2	13.1
EV/invested capital (x)	0.5	2.4	2.4	2.1	2.0

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

Sources: Namwiwat Medical Corporation; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodology	Rating																											
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																											
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > 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.																											
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																											
<b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																											
<b>Thai CAC</b> By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																											
<b>Morningstar Sustainalytics</b>	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																	
NEGL	Low	Medium	High	Severe																									
0-10	10-20	20-30	30-40	40+																									
<b>ESG Book</b>	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																											
<b>MSCI</b>	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td><b>AAA</b></td> <td>8.571-10.000</td> <td><b>Leader:</b></td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td><b>Average:</b></td> <td>a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td><b>BB</b></td> <td>2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570			<b>A</b>	5.714-7.142			<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285			<b>B</b>	1.429-2.856			<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities																										
<b>AA</b>	7.143-8.570																												
<b>A</b>	5.714-7.142																												
<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers																										
<b>BB</b>	2.857-4.285																												
<b>B</b>	1.429-2.856																												
<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks																										
<b>Moody's ESG solutions</b>	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																												
<b>Refinitiv ESG rating</b>	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																												
<b>S&amp;P Global</b>	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																												
<b>Bloomberg</b>	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																											
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																											

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"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

#### Songklod Wongchai 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.

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

Company	Ticker	Price	Rating
Namwiwat Medical Corporation	NAM TB	THB 5.45	BUY

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.

All share prices are as at market close on 14-Nov-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.