EQUITY RESEARCH - ANALYST MEETING

BANGKOK AIRWAYS

BATB

THAILAND / TRANSPORT & LOGISTICS





TARGET PRICE THB22.00 CLOSE THB15.40 **UP/DOWNSIDE** +42.9% TP vs CONSENSUS +10.2%

Key takeaways from analyst meeting

Highlights

- เรามีมุมมองเป็นบวกเล็กน้อยเกี่ยวกับการประชุมนักวิเคราะห์หลังผลประกอบการ
- ผู้บริหารตั้งเป้าปริมาณผู้โดยสารไว้ที่ 4.0 ล้านในปี 2023 ซึ่งหมายความถึงผู้โดยสาร 1.0ล้านใน 4Q ซึ่งเป็นฤดูท่องเที่ยวที่ตกต่ำ (เทียบกับ 0.98ล้านใน 3Q23) นอกจากนี้ บริษัทฯ ยังคาดด้วยว่าค่าบัตรโดยสารจะยังมี Momentum ที่ดีต่อจาก 9M23 (ค่าเฉลี่ย อยู่ที่ 3,700 บาทและสูงกว่าระดับก่อนโควิด 12%)
- ปริมาณผู้โดยสารอยู่ในระดับกลางในเดือน ต.ค. และชะลอตัวในเดือน พ.ย. ในด้านบวก ตัวเลขการจองล่วงหน้าในเดือน ธ.ค. ยังอยู่ในเกณฑ์ที่ดี
- ผู้บริหารคาดว่าปริมาณผู้โดยสารจะเพิ่มเพียงเล็กน้อยจาก 4.0ล้านในปี 2024 โดยน่าจะ ได้ปัจจัยกดดันจากการชะลอตัวทางเศรษฐกิจจากสภาวะเงินเฟ้อที่สูงขึ้น ในขณะที่ ปัจจัยดังกล่าวน่าจะมี Upside จากการฟื้นตัวของตัวเลขนักท่องเที่ยวชาวจีน
- ปัจจุบัน BA มีเงินสดในมือมากถึง 12พัน ลบ. ณ. สิ้นไตรมาส 3Q23 ผู้บริหารวางแผน ใช้เงินดังกล่าวเพื่อชำระคืนหนี้ เพื่อโครงการอู่ตะเภาและโครงการลงทุนใหม่ที่กำลังรอ การอนุมัติ
- BA น่าจะจ่ายเงินปันผลเพิ่มเติมใน 4Q23 เมื่อพิจารณาจากนโยบายเงินปันผลที่ไม่เกิน 50% ของกำไรจากงบการเงินแยก (EPS ที่ 1.6 บาท/หุ้นใน 9M23) บริษัทฯ จะจ่ายเงิน ้ปั่นผลระหว่างกาลจำนวน 0.5 บาท/หุ้น อย่างไรก็ดีการจ่ายเงินปั่นผลดังกล่าวจะขึ้นอยู่ กับกำไรสะสมคงเหลือ (อยู่ที่ 1.9พัน ลบ. ณ สิ้นไตรมาส 9M23)
- BA จะเข้าร่วมประมูลโครงการสนามบินนานาชาติแห่งใหม่ในจังหวัดพังงาถ้ารัฐบาล จัดตั้งกิจการดังกล่าวเป็น Public-private partnership

Recommendation

เราคงราคาเป้าหมายของเราที่ 22.0 บาท (SoTP) BA มีการซื้อขายโดยมีระดับการ ประเมินมูลค่าที่ต่ำเพียง 14-15x ของค่า 2023-24E P/E ราคาหุ้นน่าจะได้ปัจจัยบวก จากการประกาศลดภาษีสรรพสามิตสำหรับเชื้อเพลิงอากาศยานในประเทศของรัฐบาล การอนุญาตให้เพิ่มจำนวนเที่ยวบินที่สนามบินสมุยและโครงการลงทุนใหม่

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	11,305	19,813	22,833	23,794
Net profit	(2,112)	3,489	2,342	2,502
EPS (THB)	(1.01)	1.66	1.12	1.19
vs Consensus (%)	-	65.5	23.5	24.0
EBITDA	115	3,409	3,529	3,691
Recurring net profit	(1,974)	2,177	2,342	2,502
Core EPS (THB)	(0.94)	1.04	1.12	1.19
EPS growth (%)	nm	nm	7.6	6.8
Core P/E (x)	(16.4)	14.9	13.8	12.9
Dividend yield (%)	-	4.0	4.3	4.6
EV/EBITDA (x)	514.1	13.1	11.7	10.6
Price/book (x)	1.9	1.6	1.5	1.4
Net debt/Equity (%)	158.6	60.1	42.0	29.9
ROE (%)	(13.2)	11.7	11.2	11.4



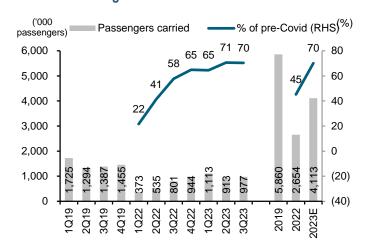
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	13.2	(2.5)	21.3
Relative to country (%)	11.3	4.5	37.9
Mkt cap (USD m)			919
3m avg. daily turnover (USD	m)		2.2
Free float (%)			41
Major shareholder	Prasarttong-0	Osoth Puttip	ong (25%)
12m high/low (THB)		1	7.60/11.80
Issued shares (m)			2,100.00

Sources: Bloomberg consensus; FSSIA estimates



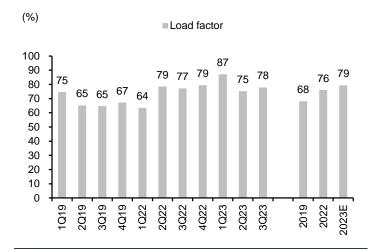
Teerapol Udomvej, CFA Fundamental Investment Analyst on Securities; License no. 080523 teerapol.udo@fssia.com, +66 2646 9969

Exhibit 1: Passengers carried



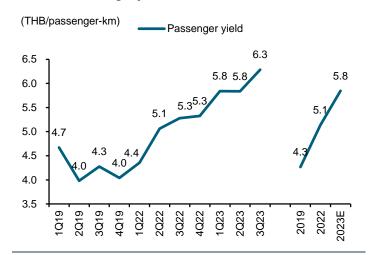
Sources: BA; FSSIA estimates

Exhibit 3: Load factor



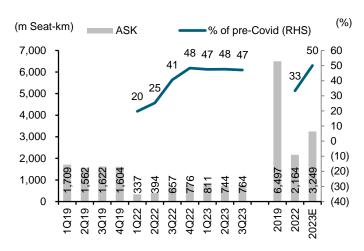
Sources: BA; FSSIA estimates

Exhibit 5: Passenger yield



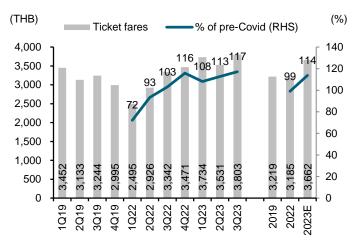
Sources: BA; FSSIA estimates

Exhibit 2: ASK



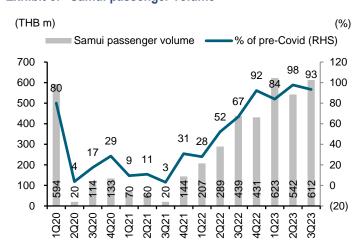
* ASK = available seat kilometers Sources: BA; FSSIA estimates

Exhibit 4: Ticket fares (average)



Sources: BA; FSSIA estimates

Exhibit 6: Samui passenger volume



Sources: BA; FSSIA estimates

Financial Statements

Bangkok Airways

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	2,717	11,305	19,813	22,833	23,794
Cost of goods sold	(6,115)	(11,524)	(15,384)	(17,682)	(18,396)
Gross profit	(3,398)	(219)	4,429	5,151	5,398
Other operating income	-	-	-	-	-
Operating costs	(1,551)	(2,097)	(2,833)	(3,491)	(3,638)
Operating EBITDA	(2,607)	115	3,409	3,529	3,691
Depreciation	(2,342)	(2,431)	(1,814)	(1,870)	(1,931)
Goodwill amortisation	-	-	-	-	
Operating EBIT	(4,949)	(2,316)	1,595	1,660	1,760
Net financing costs	(1,258)	(1,475)	(1,984)	(1,663)	(1,551)
Associates	453	489	594	628	640
Recurring non-operating income	2,142	1,916	2,580	2,502	2,643
Non-recurring items	(5,180)	(137)	1,312	0	0
Profit before tax	(9,246)	(2,013)	3,504	2,499	2,852
Tax Profit after tax	117 (9,129)	(114)	0 3,504	(140)	(332)
		(2,127)		2,358	2,520
Minority interests	50	16	(14)	(16)	(17)
Preferred dividends Other items	-	-	-	-	-
Reported net profit	(9,079)	(2,112)	3,489	2,342	2,502
Non-recurring items & goodwill (net)	5,180	137	(1,312)	2,342	2,302
Recurring net profit	(3,899)	(1,974)	2,177	2,342	2,502
Per share (THB)	(0,000)	(1,014)	2,	2,0-12	2,002
Recurring EPS *	(1.86)	(0.94)	1.04	1.12	1.19
Reported EPS	(4.32)	(1.01)	1.66	1.12	1.19
DPS	0.00	0.00	0.62	0.67	0.71
Diluted shares (used to calculate per share data)	2,100	2,100	2,100	2,100	2,100
Growth	_,	_,	_,	_,	_,
Revenue (%)	(64.6)	316.1	75.3	15.2	4.2
Operating EBITDA (%)	nm	nm	2,876.7	3.5	4.6
Operating EBIT (%)	nm	nm	nm	4.0	6.1
Recurring EPS (%)	nm	nm	nm	7.6	6.8
Reported EPS (%)	nm	nm	nm	(32.9)	6.8
Operating performance					
Gross margin inc. depreciation (%)	(125.1)	(1.9)	22.4	22.6	22.7
Gross margin exc. depreciation (%)	(38.9)	19.6	31.5	30.7	30.8
Operating EBITDA margin (%)	(96.0)	1.0	17.2	15.5	15.5
Operating EBIT margin (%)	(182.2)	(20.5)	8.1	7.3	7.4
Net margin (%)	(143.5)	(17.5)	11.0	10.3	10.5
Effective tax rate (%)	2.6	(4.8)	7.0	7.5	15.0
Dividend payout on recurring profit (%)	-	-	60.0	60.0	60.0
nterest cover (X)	(2.2)	(0.3)	2.1	2.5	2.8
nventory days	44.3	18.1	10.7	8.3	8.7
Debtor days	51.9	25.1	21.8	18.9	18.2
Creditor days	100.9	50.7	46.4	49.7	54.5
Operating ROIC (%)	(32.6)	(19.2)	17.0	27.6	38.3
ROIC (%)	(6.2)	(0.9)	8.7	10.1	10.3
ROE (%)	(23.8)	(13.2)	11.7	11.2	11.4
ROA (%) * Pre exceptional, pre-goodwill and fully diluted	(5.5)	(0.8)	6.3	6.0	6.0
				^^	
Revenue by Division (THB m)	2021	2022	2023E	2024E	2025E
Air fares	1,191	8,451	15,063	17,405	18,133
Revenue from sales and services	1,477	2,534	4,231	4,754	4,867
Freight	6	76	75	174	181
Passenger services	43	244	444	499	614

Financial Statements

Bangkok Airways

Dangkok Aliways					
Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	(3,899)	(1,974)	2,177	2,342	2,502
Depreciation	2,342	2,431	1,814	1,870	1,931
Associates & minorities	-	-	-	-	-
Other non-cash items	(4,921)	1,005	1,285	16	17
Change in working capital	(1,232)	1,573	3,274	1,454	400
Cash flow from operations	(7,709)	3,035	8,551	5,681	4,851
Capex - maintenance	(722)	(184)	(991)	(1,142)	(1,190)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	114	(9,209)	6,800	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(608)	(9,393)	5,809	(1,142)	(1,190)
Dividends paid	0	0	0	(1,306)	(1,405)
Equity finance	0	(101)	0	0	0
Debt finance	6,094	5,804	(4,082)	(3,277)	(3,238)
Other financing cash flows	2,168	5,177	41	0	0
Cash flow from financing	8,262	10,880	(4,041)	(4,583)	(4,644)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	(222)
Movement in cash	(55)	4,521	10,319	(44)	(982)
Free cash flow to firm (FCFF)	(7,052.04)	(4,869.16)	16,387.58	6,315.11	5,324.65
Free cash flow to equity (FCFE)	(55.35)	4,622.05	10,318.68	1,262.83	423.50
Per share (THB)					
FCFF per share	(3.36)	(2.32)	7.80	3.01	2.54
FCFE per share	(0.03)	2.20	4.91	0.60	0.20
Recurring cash flow per share	(3.08)	0.70	2.51	2.01	2.12
Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
		24,954			28,276
Fangible fixed assets (gross)	27,064	•	25,945	27,087	
Less: Accumulated depreciation	(10,424) 16,640	(10,561)	(12,375) 13,570	(14,244)	(16,175) 12,101
Fangible fixed assets (net) ntangible fixed assets (net)	10,640	14,393 0	13,570	12,842 0	12,101
Long-term financial assets	-	-	-	-	
nvest. in associates & subsidiaries	28,191	37,401	30,601	30,601	30,601
Cash & equivalents	2,126	6,647	16,966	16,922	15,940
VC receivable	373	1,185	1,185	1,185	1,185
nventories	438	465	331	386	401
Other current assets	169	312	546	629	656
Current assets	3,106	8,608	19,028	19,122	18,182
Other assets	1,002	1,844	1,844	1,844	1,844
Fotal assets	48,939	62,246	65,042	64,409	62,728
Common equity	13,198	16,818	20,308	21,344	22,441
Minorities etc.	(36)	(55)	(40)	(24)	(7)
Total shareholders' equity	13,162	16,764	20,267	21,319	22,434
ong term debt	26,515	32,468	28,754	25,477	22,239
Other long-term liabilities	5,305	6,651	6,651	6,651	6,651
Long-term liabilities	31,820	39,120	35,405	32,128	28,890
A/C payable	967	1,558	1,895	2,408	2,507
Short term debt	917	768	400	400	400
Other current liabilities	2,073	4,037	7,075	8,153	8,496
Current liabilities	3,957	6,362	9, 370	10,961	11,404
Fotal liabilities and shareholders' equity	48,939	62,246	65,042	64,409	62,728
Net working capital	(2,060)	(3,633)	(6,908)	(8,361)	(8,762)
nvested capital	43,773	50,004	39,107	36,925	35,784
Includes convertibles and preferred stock which is be		30,301	55,.07	33,320	55,107
<u> </u>					
Per share (THB)		0.71	A ==	40 : -	
Book value per share	6.28	8.01	9.67	10.16	10.69
Fangible book value per share	6.28	8.01	9.67	10.16	10.69
Financial strength					
Net debt/equity (%)	192.3	158.6	60.1	42.0	29.9
Net debt/total assets (%)	51.7	42.7	18.7	13.9	10.7
Current ratio (x)	0.8	1.4	2.0	1.7	1.6
CF interest cover (x)	1.0	4.1	6.2	1.8	1.3
/aluation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	(8.3)	(16.4)	14.9	13.8	12.9
Recurring P/E @ target price (x) *	(11.8)	(23.4)	21.2	19.7	18.5
Reported P/E (x)	(3.6)	(15.3)	9.3	13.8	12.9
Dividend yield (%)	(5.5)	-	4.0	4.3	4.0
Price/book (x)	2.5	1.9	1.6	1.5	1.4
	2.0	1.9	1.6	1.5	1.4
• •	2.5		1.0	1.5	1.4
Price/tangible book (x)	2.5 (22.1)		13.1	11 7	10 4
Price/tangible book (x) EV/EBITDA (x) **	(22.1)	514.1	13.1 17.1	11.7 15.6	
Price/tangible book (x)			13.1 17.1 1.1	11.7 15.6 1.1	10.6 14.3 1.1

Sources: Bangkok Airways; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodolog	У			Rating					
The Dow Jones Sustainability Indices (DJSI) By S&P Global	process base from the ann Only the top- inclusion.	ed on the comp ual S&P Global ranked compar	ansparent, rules-based co anies' Total Sustainability Corporate Sustainability nies within each industry a	Scores resulting Assessment (CSA). are selected for	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.				nighest ices are	
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	managing bu Candidates r 1) no irregula float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with transmust pass the par trading of the shareholders, a come key disquate pendent directorelated to CG, s	y in Environmental and Sinsparency in Governance reemptive criteria, with two board members and example combined holding multifying criteria include: 1) is and free float violation; ocial & environmental imprings in red for > 3 years	, updated annually. vo crucial conditions: cutives; and 2) free st be >15% of paid- CG score of below ; 3) executives' pacts; 4) equity in	minimum of 50 during the ass nature of the respective capitalization > 0.5% of paid-Index is a mar	ow for each essment yea elevant indu ex is extende THB5b (~Lup capital foket capitalisa	Iusion, verified indicator, unless ar. The scoring stry and materied from the TH3 JSD150b); 2) from at least 9 out ation-weighted number of stoc	s the compa will be fairly ality. SI companie ee float >20' of 12 month index, cap 5	any is a part of weighted aga s whose 1) m. %; and 3) liqu is. The SETTH	f DJSI ainst the arket aidity HSI
CG Score by Thai Institute of Directors Association (Thai IOD)	annually by t Thailand (SE	he Thai IOD, w	in sustainable developme th support from the Stock are from the perspective	Exchange of	Good (80-89), and not rated equitable treat	3 for Good for scores be ment of sha 25%); 4) dis	egories: 5 for E (70-79), 2 for F elow 50. Weigh reholders (weig closure & trans	air (60-69), ′ tings include jht 25% com	1 for Pass (60 e: 1) the rights bined); 3) the	9-69), s; 2) and e role of
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment are transparent a out of five the assessment the meeting advance circul rights can be e transparency a	e incorporated in and sufficiently of e CG componer criteria cover Adate (45%), and ation of sufficient in exercised. The search verifiability; an	ich shareholders' rights a nto business operations a disclosed. All form importa this to be evaluated annua GM procedures before the a fatter the meeting (10%). information for voting; and 2) the ond assesses 1) the ease of a d 3) openness for Q&A. The to the tain discussion issues, resolution.	and information is ant elements of two ally. The e meeting (45%), at (The first assesses 1) acilitating how voting attending meetings; 2) third involves the	The scores are classified into four categories: 5 for Excellent (100), 4 fo Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79					
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishmer policies. The (Companies de Declaration of Certification, ir managers and	nt of key control Certification is eciding to become Intent to kick off a acluding risk asses	necklist include corruption s, and the monitoring and good for three years. a CAC certified member start in 18-month deadline to submit sment, in place of policy and lishment of whistleblowing chatakeholders.)	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.						
Morningstar Sustainalytics	based on an risk is unmar	Sustainalytics' ESG risk rating provides an overall company score of on an assessment of how much of a company's exposure to ESG unmanaged. Sources to be reviewed include corporate publications and					ng score is the ne higher ESG			Γhe
	information, co		r media, NGO reports/website ESG controversies, issuer fee vs.		NEGL 0-10	Low 10-20	Medium 20-30	High 30-40	Severe 40+	
ESG Book	positioned to the principle helps explair	SG score identifies sustainable companies that are better oned to outperform over the long term. The methodology considers inciple of financial materiality including information that significantly explain future risk-adjusted performance. Materiality is applied by weighting features with higher materiality and rebalancing these				nateriality-ba	culated as a we ased weights. T s indicating bet	he score is	scaled betwee	
<u>MSCI</u>			easure a company's mana laggards according to the							logy to
	AAA	8.571-10.000	l sade	Incaling the lead of the	annair - th		Nation	tu maisti a -		
	AA	7.143-8.570	Leader:	leading its industry in n	nanaging the most s	ngriincant ESC	noko anu oppor	uriiiles		
	Α	5.714-7.142								
	BBB	4.286-5.713	Average:	a mixed or unexception industry peers	nal track record of n	nanaging the n	nost significant ES	SG risks and o	pportunities rela	tive to
	ВВ	2.857-4.285								
	В	1.429-2.856	l aggord:	logging its industry has	and on its high over	sure and fail	o to manage size	ificant ESC ===		
	CCC	0.000-1.428	Laggard:	lagging its industry bas		oure and idilul	e to manage sign	IIIICAIIL ESG FIS		
Moody's ESG solutions	believes that	a company inte	ee to which companies tall egrating ESG factors into shareholders over the me	its business model an						
Refinitiv ESG rating	based on pu	blicly available	nd objectively measure a and auditable data. The s publicly. (Score ratings are	core ranges from 0 to	100 on relative I	ESG perform	nance and insu	fficient degre		
S&P Global			is a relative score measure the same industry classif				nt of ESG risks	s, opportuniti	ies, and impa	cts
Bloomberg	ESG Score	5	Bloomberg score evaluations or is based on Bloombord Pillar Scores, where the	erg's view of ESG fina	ancial materiality	. The score	is a weighted g	eneralized r	nean (power r	mean)
Bloomberg	ESG Disclos		Disclosure of a company's every data point, measuri							ure of

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

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

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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
04-Jun-2021 25-Jun-2021 01-Sep-2022	BUY BUY BUY	10.00 16.00 15.00	20-Oct-2022 25-Jan-2023 22-May-2023	BUY BUY BUY	15.60 18.00 20.00	28-Aug-2023	BUY	22.00

Teerapol Udomvej, CFA started covering this stock from 04-Jun-2021

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Bangkok Airways	ВА ТВ	THB 15.40	BUY	Downside risks to our SoTP-based TP include 1) extraordinary events such as political turmoil and natural disasters; 2) higher-than-expected fuel expenses following an increase in oil prices; and 3) the slower-than-expected recovery of international tourist numbers.

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 21-Nov-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.