EQUITY RESEARCH - RESULTS FLASH

SFLEX TB STARFLEX

THAILAND / PACKAGING



TARGET PRICE **CLOSE THB3.34 UP/DOWNSIDE** +67.7% THB5.60 **PRIOR TP CHANGE IN TP** UNCHANGED

TP vs CONSENSUS +0.0%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	1,795	2,080	2,234	2,397
Net profit	184	224	250	272
EPS (THB)	0.22	0.27	0.30	0.33
vs Consensus (%)	-	24.4	2.4	8.2
EBITDA	288	313	340	367
Recurring net profit	181	224	250	272
Core EPS (THB)	0.22	0.27	0.30	0.33
Chg. In EPS est. (%)	nm	(2.0)	(1.4)	nm
EPS growth (%)	234.6	21.4	11.6	8.8
Core P/E (x)	15.1	12.2	11.0	10.1
Dividend yield (%)	2.7	3.3	3.6	4.0
EV/EBITDA (x)	11.5	10.8	9.9	8.8
Price/book (x)	2.7	2.7	2.6	2.6
Net debt/Equity (%)	56.7	63.2	61.5	45.3
ROE (%)	18.6	22.1	24.2	25.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.1)	(7.2)	(9.7)
Relative to country (%)	(6.9)	(7.0)	5.8
Mkt cap (USD m)			74
3m avg. daily turnover (USD) m)		0.2
Free float (%)			0
Major shareholder	Mr. Printhorn	Apithanasriw	ong (24%)
12m high/low (THB)			4.50/2.90
Issued shares (m)			820.01

Sources: Bloomberg consensus; FSSIA estimates

4Q23 results at first glance

้กำไร 4Q23 ต่ำกว่าเล็กน้อยจากค่าใช้จ่ายในการลงทุนในเวียดนาม

Highlights

- SFLEX รายงานกำไรสุทธิ์ 42 ล้านบาทใน 4Q23 (-13% q-q, +24% y-y) น้อย กว่าคาดเล็กน้อย 4% กำไรที่ลดลง q-q นอกจากเป็นไปตามฤดูกาลที่มีวันทำงาน น้อย ค่าใช้จ่ายในการบริหารเพิ่มสูงขึ้นซึ่งส่วนใหญ่เป็นค่าใช้จ่ายที่เกี่ยวกับการ ลงทุนใน Starprint Vietnam JSC (SPV) เช่น ค่าเดินทางไปต่างประเทศ เป็นตัน
- ส่วนกำไรที่โตสูง y-y ทั้งที่รายได้เพิ่มขึ้นเพียง 4% y-y เป็นเพราะอัตรากำไร ขั้นต้นที่พลิกฟื้นจากปี 2022 ที่มีปัญหาต้นทุนวัตถุดิบมีราคาสูง
- อัตรากำไรขั้นต้นใน 4Q23 ยังรักษาให้อยู่ในระดับสูง 25.3% นอกจากราคาเม็ด พลาสติกที่ปรับลงตามราคาน้ำมันโลกแล้ว บริษัทยังบริหารจัดการวัตถุดิบได้มี ประสิทธิภาพ มีการทำสัญญาล่วงหน้า และมีการปรับปรุงกระบวนการผลิตให้ ทันสมัย
- จบปี 2023 SFLEX มีกำไรปกติ 181 ล้านบาท +231.2% y-y โดยหลักมาจาก อัตรากำไรขั้นตันที่ดี turnaround จาก 12.6% ในปี 2022 เป็น 24.0% สูงสุดใน รอบกว่า 8 ปี ขณะที่รายได้เพิ่มขึ้นเพียง 7.5% y-y เป็น 1,795 ล้านบาท บริษัท บริหารต้นทุนได้อย่างมีประสิทธิภาพมากกว่าและเป็นหัวใจสำคัญของกำไรที่ดีขึ้น
- SFLEX ประกาศจ่ายเงินปั้นผล 0.045 บาทต่อหุ้น (yield 1.3%) คิดเป็น payout ratio 39% XD 14 มี.ค. จ่ายเงินวันที่ 9 พ.ค. 2024

Outlook

- เรายังคงประมาณการกำไรปี 2024-25 เติบโต 23%/12%/9% ปัจจัยหนุนการ เติบโตในปีนี้นอกจากอัตรากำไรขั้นต้นที่คาดว่ายังอยู่ในระดับสูง 21% แล้ว SFLEX จะเริ่มรับรู้ส่วนแบ่งกำไรจาก SPV ตั้งแต่ 1Q24 (ถือ 25%) เป็นการ ขยายตลาดไปยังต่ำงประเทศเป็นครั้งแรก
- เวียดนามเป็นประเทศที่มีอัตราการเติบโตของเศรษฐกิจสูง 5.1% y-y ในปี 2023 สูงกว่าไทยที่ขยายตัวเพียง 1.9% y-y เป็นประเทศที่ประชากรส่วนใหญ่อยู่ในวัย ้ หนุ่มสาว มีความต้องการบริโภคและพร้อมจับจ่ายใช้สอย SFLEX สามารถสร้าง synergy ด้วยการเสริม Flexible packaging เข้าไปในการผลิตและสร้างตลาด
- เราคงราคาเป้าหมาย 5.60 บาท อิง P/E 20 เท่า (-0.7SD ของค่าเฉลี่ย 4 ปีตั้งแต่ เข้าตลาดฯ) ยังคงแนะนำซื้อ



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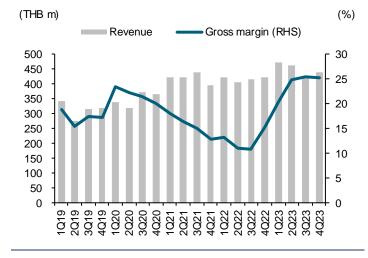
PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

Exhibit 1: SFLEX – 4Q23 results summary

Year to Dec 31	4Q22	1Q23	2Q23	3Q23	4Q23	Char	ıge	2022	2023	Change
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)				
Sales	422	472	462	421	439	4	4	1,669	1,795	8
Cost of sales	(357)	(375)	(347)	(314)	(328)	4	(8)	(1,458)	(1,365)	(6)
Gross profit	64	97	115	107	111	4	72	211	430	104
Other income	10	5	6	8	4	(46)	(61)	27	23	(15)
Operating costs	(34)	(51)	(57)	(52)	(63)	21	84	(170)	(223)	31
Operating profit	40	51	64	63	52	(17)	28	381	653	71
Operating EBITDA	54	66	78	77	66	(15)	21	124	291	134
Interest expense	1	(1)	(1)	(2)	(6)	286	(572)	(3)	(10)	232
Profit before tax	41	50	63	62	46	(26)	12	65	223	245
Tax	(8)	(10)	(13)	(13)	(4)	(70)	(51)	(10)	(39)	303
Reported net profit	33	41	50	49	42	(14)	27	55	184	235
Core profit	34	40	50	48	42	(13)	24	55	181	231
Reported EPS (THB)	0.041	0.050	0.064	0.062	0.051	(17)	27	0.07	0.23	245
Core EPS (THB)	0.041	0.049	0.061	0.059	0.051	(13)	24	0.07	0.22	231
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	15.3	20.5	24.9	25.4	25.3	(0.2)	10.0	12.6	24.0	11.3
Operating margin	9.4	10.9	13.9	15.0	11.8	(3.2)	2.4	4.0	12.8	8.8
EBITDA margin	12.9	13.9	16.9	18.4	14.9	(3.4)	2.1	7.4	16.2	8.8
Recurring net margin	8.1	8.6	10.9	11.5	9.6	(1.9)	1.5	3.3	10.1	6.8
SG&A / Sales	8.1	10.8	12.3	12.4	14.4	2.0	6.2	10.2	12.4	2.2

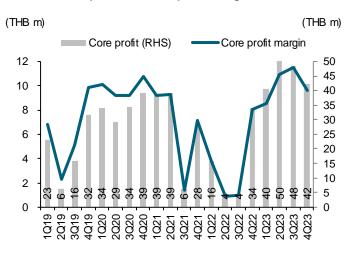
Sources: SFLEX, FSSIA's compilation

Exhibit 2: Revenue and gross margin



Sources: SFLEX, FSSIA's compilation

Exhibit 3: Core profit and core profit margin



Sources: SFLEX, FSSIA's compilation

Financial Statements

Starflex

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	1,669	1,795	2,080	2,234	2,397
Cost of goods sold	(1,458)	(1,365)	(1,643)	(1,765)	(1,886)
Gross profit	211	430	437	469	511
Other operating income	27	23	27	29	31
Operating costs	(170)	(223)	(210)	(218)	(236)
Operating EBITDA	124	288	313	340	367
Depreciation	(57)	(58)	(59)	(60)	(61)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	67	230	254	280	306
Net financing costs	(3)	(7)	(15)	(12)	(13)
Associates	-	0	33	35	38
Recurring non-operating income	0	0	33	35	38
Non-recurring items	0	(3)	0	0	0
Profit before tax	65	223	272	303	330
Tax	(10)	(39)	(48)	(54)	(58)
Profit after tax	55	184	224	250	272
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	55	184	224	250	272
Non-recurring items & goodwill (net)	0 55	0	0 224	0	0
Recurring net profit	25	181	224	250	272
Per share (THB) Recurring EPS *	0.07	0.22	0.27	0.20	0.22
3	0.07	0.22	0.27	0.30	0.33
Reported EPS DPS	0.07	0.22	0.27	0.30	0.33
Diluted shares (used to calculate per share data)	0.03 820	0.09 820	0.11 820	0.12 820	0.13 820
Growth	820	620	820	620	620
Revenue (%)	(0.5)	7.5	15.9	7.4	7.3
Operating EBITDA (%)	(44.4)	132.7	8.7	8.7	7.7
Operating EBIT (%)	(58.2)	241.6	10.4	10.5	9.0
Recurring EPS (%)	(63.1)	231.2	23.4	11.6	8.8
Reported EPS (%)	(63.1)	234.6	21.4	11.6	8.8
Operating performance	(00.1)	200			0.0
Gross margin inc. depreciation (%)	12.6	24.0	21.0	21.0	21.3
Gross margin exc. depreciation (%)	16.0	27.2	23.9	23.7	23.9
Operating EBITDA margin (%)	7.4	16.1	15.1	15.2	15.3
Operating EBIT margin (%)	4.0	12.8	12.2	12.6	12.8
Net margin (%)	3.3	10.3	10.8	11.2	11.3
Effective tax rate (%)	14.9	17.4	17.6	17.7	17.7
Dividend payout on recurring profit (%)	44.7	40.1	40.0	40.0	40.0
Interest cover (X)	26.0	34.1	19.4	26.0	25.8
Inventory days	86.9	92.1	74.3	75.2	74.0
Debtor days	66.6	59.5	56.3	53.4	50.4
Creditor days	74.3	83.9	84.8	91.2	95.1
Operating ROIC (%)	5.4	17.5	17.8	18.7	21.3
ROIC (%)	4.8	13.6	13.9	14.8	16.6
ROE (%)	5.7	18.6	22.1	24.2	25.9
ROA (%)	3.7	10.4	11.1	11.7	12.8
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Non-food packaging	1,258	1,353	1,560	1,676	1,798
Food packaging	393	434	512	550	590
Others	18	7	8	9	10

Sources: Starflex; FSSIA estimates

Financial Statements

Starflex

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	55	184	224	250	272
Depreciation	57	58	59	60	61
Associates & minorities	0	0	0	0	0
Other non-cash items	-	(40)	-	-	-
Change in working capital	50	(43)	30	(144)	62
Cash flow from operations	162	200	313	165	395
Capex - maintenance	(4.4.4)	-	(204)	(140)	(190)
Capex - new investment	(144)	(460)	(294)	(140)	(180)
Net acquisitions & disposals	-	(460)	-	-	-
Other investments (net) Cash flow from investing	(144)	(460)	(294)	(140)	(180)
Dividends paid	(37)	(59)	(89)	(100)	(109)
Equity finance	0	(100)	0	0	(103)
Debt finance	66	346	116	13	(90)
Other financing cash flows	-	340	-	-	(90)
Cash flow from financing	29	187	26	(87)	(198)
Non-recurring cash flows	-	-	-	(0.)	(100)
Other adjustments	7	25	0	62	0
Net other adjustments	7	25	(80)	62	(20)
Movement in cash	54	(48)	(35)	0	(3)
Free cash flow to firm (FCFF)	20.98	(249.95)	33.82	37.41	228.56
Free cash flow to equity (FCFE)	91.15	111.55	54.88	99.96	105.44
	••				
Per share (THB) FCFF per share	0.03	(0.30)	0.04	0.05	0.28
FCFE per share	0.03	(0.30)	0.04	0.05	0.28
-CFE per snare Recurring cash flow per share	0.11 0.14	0.14	0.07	0.12	0.13
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Fangible fixed assets (gross)	1,046	1,141	1,391	1,421	1,452
Less: Accumulated depreciation	(307) 739	(365) 776	(424) 967	(484) 937	(546) 907
Fangible fixed assets (net)	739 54	40	41	93 <i>1</i> 41	42
ntangible fixed assets (net) .ong-term financial assets	34	40	41	41	42
nvest. in associates & subsidiaries	32	408	408	408	408
Cash & equivalents	129	81	46	47	406
VC receivable	263	322	320	333	328
nventories	333	326	319	384	356
Other current assets	22	27	29	30	32
Current assets	747	756	714	794	760
Other assets	29	62	64	66	67
Total assets	1,602	2,042	2,194	2,246	2,185
Common equity	985	1,001	1,021	1,040	1,061
Minorities etc.	0	0	0	0	0
Fotal shareholders' equity	985	1,001	1,021	1,040	1,061
ong term debt	175	168	284	297	207
Other long-term liabilities	43	46	53	61	71
ong-term liabilities	218	215	337	358	277
A/C payable	276	331	411	441	510
Short term debt	114	480	408	389	317
Other current liabilities	8	16	17	18	19
Current liabilities	398	827	836	849	846
Total liabilities and shareholders' equity	1,602	2,042	2,194	2,246	2,185
Net working capital	334	328	240	288	187
nvested capital	1,188	1,615	1,720	1,741	1,612
Includes convertibles and preferred stock which is being	treated as debt				
er share (THB)					
Book value per share	1.20	1.22	1.25	1.27	1.29
angible book value per share	1.14	1.17	1.20	1.22	1.24
inancial strength					
let debt/equity (%)	16.3	56.7	63.2	61.5	45.3
let debt/total assets (%)	10.0	27.8	29.4	28.5	22.0
Current ratio (x)	1.9	0.9	0.9	0.9	0.9
F interest cover (x)	91.9	17.6	24.7	20.7	22.4
aluation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	49.7	14.9	12.2	11.0	10.1
Recurring P/E @ target price (x) *	83.4	24.9	20.5	18.4	16.9
Reported P/E (x)	49.7	14.9	12.2	11.0	10.3
Dividend yield (%)	0.9	2.7	3.3	3.6	4.0
Price/book (x)	2.8	2.7	2.7	2.6	2.6
Price/book (x)	2.9	2.7	2.8	2.7	2.7
EV/EBITDA (x) **	23.4	11.5	10.8	9.9	8.8
	38.4	17.9	16.7	9.9 15.4	0.0 13.8
-V/ERITDA @ target price (v) **					
EV/EBITDA @ target price (x) ** EV/invested capital (x)	2.4	2.0	2.0	1.9	2.0

Sources: Starflex; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodology				Rating					
The Dow Jones Sustainability Indices (DJSI) By S&P Global	process based or from the annual S Only the top-rank inclusion.	n the companies' 1 S&P Global Corpo ed companies with	Fotal Sustainability rate Sustainability hin each industry a	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 Glob ESG Score of less than 45% of the S&P Global ESG Score of the highes scoring company are disqualified. The constituents of the DJSI indices ar selected from the Eligible Universe.					
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	managing busine Candidates must 1) no irregular tra float of >150 shar up capital. Some 70%; 2) independ wrongdoing relate	ss with transparer pass the preempt ding of the board reholders, and corkey disqualifying dent directors and ed to CG, social &	ive criteria, with tw members and exe nbined holding mu criteria include: 1) free float violation environmental im	, updated annually. vo crucial conditions: cutives; and 2) free st be >15% of paid- CG score of below ; 3) executives'	To be eligible for THSI inclusion, verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJS during the assessment year. The scoring will be fairly weighted against t nature of the relevant industry and materiality. SETTHSI Index 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 maximum, and no cap for number of stocks.					
CG Score by Thai Institute of Directors Association (Thai IOD)	annually by the T	hai IOD, with supp The results are from	ainable developme oort from the Stock m the perspective		Scores are rated Good (80-89), 3 and not rated fo equitable treatm stakeholders (29 responsibilities (for Good (70- r scores below ent of shareho 5%); 4) disclos	79), 2 for Fair (6 v 50. Weightings olders (weight 2	60-69), 1 for P include: 1) th 5% combined)	ass (60-69), e rights; 2) and r; 3) the role of	
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment are incutransparent and sout of five the CG criteria cover AGI date (45%), and a circulation of sufficie exercised. The seccand verifiability; and	orporated into bus sufficiently disclose components to b M procedures before after the meeting (ent information for voi and assesses 1) the e (3) openness for Q&/	e evaluated annua ore the meeting (4: 10%). (The first ass ting; and 2) facilitating ease of attending mee	and information is ant elements of two illy. The assessment 5%), at the meeting esses 1) advance thow voting rights can be trings; 2) transparency the meeting minutes that	formation is very Good (90-99), 3 for Fair (80-89), and not rated for scores be ements of two he assessment at the meeting 1) advance voting rights can be 2) transparency					
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishment of policies. The Ceri (Companies decidin Declaration of Inteni Certification, includir managers and empl	key controls, and to tification is good for g to become a CAC of the to kick off an 18-mong risk assessment, i	certified member stan nth deadline to subm n place of policy and t of whistleblowing ch	I developing of t by submitting a it the CAC Checklist for control, training of	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 asserisk is unmanage	stainalytics' ESG risk rating provides an overall company score n an assessment of how much of a company's exposure to ESG nmanaged. Sources to be reviewed include corporate publications and					score is the sum nigher ESG risk		d risk. The	
		ny feedback, ESG co.	NGO reports/website ntroversies, issuer fee							
ESG Book	positioned to outp the principle of fir helps explain futu over-weighting fe	perform over the long nancial materiality are risk-adjusted p	including informat erformance. Mater materiality and re	nodology considers ion that significantly riality is applied by	The total ESG s scores using ma and 100 with high	teriality-based	d weights. The s	core is scaled		
MSCI				agement of financially i					ethodology to	
	AA 7	571-10.000 7.143-8.570	Leader:	leading its industry in ma	try in managing the most significant ESG risks and opportunities					
	BBB 4		a mixed or unexception industry peers			onal track record of managing the most significant ESG risks and opportunities r			nities relative to	
		.429-2.856 .000-1.428	Laggard: lagging its industry bas			sed on its high exposure and failure to manage significant ESG risks				
Moody's ESG solutions	believes that a co	mpany integrating	ESG factors into	ke into account ESG of its business model and edium to long term.						
Refinitiv ESG rating	based on publicly	available and aud	ditable data. The s	company's relative ES core ranges from 0 to 2 to 25 = poor; >25 to 50 =	100 on relative ES	G performand	ce and insufficie	nt degree of tr		
S&P Global				uring a company's perfo fication. The score rano			of ESG risks, opp	oortunities, an	d impacts	
	compared to its peers within the same industry classification. The score ranges from 0 to 100. 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										

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

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ANALYST(S) CERTIFICATION

Jitra Amornthum 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
10-Mar-2023	BUY	4.70	12-Jun-2023	BUY	5.50	04-Dec-2023	BUY	5.60

Jitra Amornthum started covering this stock from 10-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Starflex	SFLEX TB	THB 3.34	BUY	Downside risks to our P/E-based TP include 1) a sharp rise in crude oil prices; 2) rising inflation pressuring consumers' purchasing power; and 3) baht depreciation.

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 27-Feb-2024 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.