EQUITY RESEARCH - RESULTS FLASH

SCGD TB SCG DECOR

THAILAND / CONSTRUCTION





THB12.00 **TARGET PRICE** CLOSE THB7.65 **UP/DOWNSIDE** +56.9% TP vs CONSENSUS +9.1%

UNCHANGED

1Q24 results at first glance

กำไร 1Q24 โต q-q, v-v ดีกว่าคาด

Highlights

- SCGD รายงานกำไรสุทธิ์ 1Q24 เท่ากับ 257 ล้านบาท เร่งขึ้น 76% q-q และพลิก จากขาดทุน -182 ล้านบาทใน 1Q23 หากหักรายการพิเศษ กำไรปกติ +44% q-q, +28% y-y ดีกว่าเราและตลาดคาด 210-220 ล้านบาท เนื่องจาก SG&A ต่ำกว่าคาด
- กำไรที่โต q-q มาจากอัตรากำไรขั้นต้นขยับขึ้นเป็น 23.9% หลังต้นทุนราคาก๊าซ ธรรมชาติปรับลง รวมถึงผลของโครงการลดต้นทุนภายใน ส่วน y-y จาก NCI ที่ ลดลงหลัง Share Swap ทำใหัสัดส่วนการถือ COTTO เพิ่มขึ้น
- แม้เป็น High Season แต่ยอดขายรวมทรงตัว q-q และหดตัว 7% y-y ที่ 6.8 พันล้าน บาท โดยยอดขายในประเทศเพิ่มขึ้น แม้ธุรกิจกระเบื้องทรงตัว q-q และ -7% y-y แต่ หนุนจากการเติบโตของธุรกิจสุขภัณฑ์ +3% q-q, +9% y-y อย่างไรก็ตาม ภาพรวม ถูกกดดันจากยอดขายกระเบื้องต่างประเทศลดลง โดยเฉพาะเวียดนาม –19% q-q, -14% y-y ที่มีวันหยุดยาวในเทศกาล TET รวมถึงฟิลิปปินส์ +15% q-q ตามฤดูกาล แต่ -16% y-y ที่เงินเฟือสูง ส่วนอินโดนีเซีย +3% q-q, +20% y-y จากฐานต่ำ

Outlook

- ้กำไร 1Q24 คิดเป็น 19% ประมาณการทั้งปี แนวโน้ม 2Q24 คาดชะลอลง q-q เนื่องจากเป็น Low Season ของการขายในไทย ส่วนต้นทุนราคาก๊าซทรงตัวจาก 1Q24 ขณะที่ภาพรวม 2H24 คาดเร่งขึ้นจากยอดขายในประเทศที่ได้อานิสงส์จาก การเบิกจ่ายงบประมาณและการท่องเที่ยว รวมถึงต่างประเทศที่ฟื้นตัว เวียดนามที่กฎหมายที่ดินฉบับใหม่อยู่ระหว่างรอบังคับใช้ในวันที่ 1 ม.ค. 2025 รวมถึงฟิลิปปินส์และอินโดนีเซียที่เศรษฐกิจฟื้นตัว อีกทั้ง บริษัทยังมีแผนการขยาย ธุรกิจสุขภัณฑ์ในอาเซียนผ่านการเพิ่มตัวแทนจัดจำหน่ายต่อเนื่อง ส่วนด้านต้นทุน คาดยังได้ผลบวกจากการมุ่งเพิ่มประสิทธิภาพต่อเนื่องผ่านโครงการลดต้นทุนตั้งแต่ 2H23 อาทิ การติดตั้งโซลาร์เซลล์ ปรับปรุงเทคโนโลยีและเครื่องจักร เป็นต้น
- คงคาดการณ์กำไรปกติปี 2024 ที่ 1.3 พันล้านบาท (+71% y-y) และราคาเหมาะสม 12 บาท ทางพื้นฐานคงแนะนำซื้อลงทุน จากทิศทางกำไรปี 2024 ที่ฟื้นตัวจากฐาน ์ ต่ำ ราคาหุ้นปัจจุบันเทรดบน PE2024 ที่ 9.5x ต่ำกว่ากลุ่มวัสดุก่อสร้างที่ 13x
- ปัจจัยเสี่ยงที่ติดตามคือ ความผันผวนของต้นทุนพลังงาน (คิดเป็น 17% ของต้นทุน รวมใน 1Q24) โดยเฉพาะราคาก๊าซธรรมชาติที่อาจปรับขึ้นตามราคาน้ำมันจาก สงครามในตะวันออกกลาง โดยสมมติฐานปัจจุบันของเราให้อัตรากำไรขั้นต้นที่ 25% ขณะที่ประเมินทุกๆการลดลง 50bps จะเป็น Downside ต่อประมาณการกำไร ปีนี้ 8% และราคาเหมาะสม 1 บาท/หุ้น

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	28,312	29,524	31,197	32,013
Net profit	328	1,327	1,474	1,524
EPS (THB)	0.20	0.80	0.89	0.92
vs Consensus (%)	-	8.8	5.3	1.7
EBITDA	2,669	3,315	3,560	3,689
Recurring net profit	775	1,327	1,474	1,524
Core EPS (THB)	0.47	0.80	0.89	0.92
EPS growth (%)	(94.9)	71.3	11.1	3.3
Core P/E (x)	16.3	9.5	8.6	8.3
Dividend yield (%)	-	3.2	3.5	3.6
EV/EBITDA (x)	9.0	7.2	6.8	6.4
Price/book (x)	0.6	0.6	0.6	0.6
Net debt/Equity (%)	46.0	42.6	40.3	36.4
ROE (%)	4.4	6.6	6.9	6.8



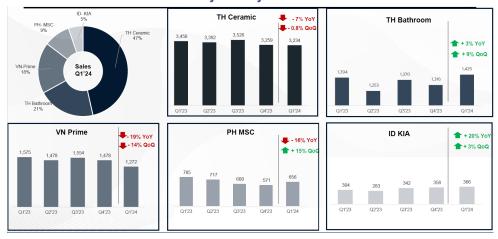
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(7.3)	(19.0)	n/a
Relative to country (%)	(5.1)	(17.8)	n/a
Mkt cap (USD m)			696
3m avg. daily turnover (USD m)			0.3
Free float (%)			27
Major shareholder	Thitis	uriyarak Fa	mily (26%)
12m high/low (THB)			10.90/7.25
Issued shares (m)			1,210.90

Sources: Bloomberg consensus; FSSIA estimates



Thanyatorn Songwutti Fundamental Investment Analyst on Securities; License no. 101203 thanyatorn.s@fssia.com, +66 2646 9963

Exhibit 1: 1Q24 Sales breakdown by country



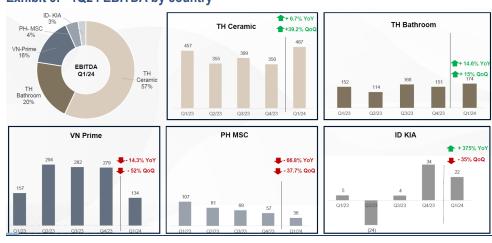
Source: SCGD

Exhibit 2: Sales volume and selling price in 1Q24



Source: SCGD

Exhibit 3: 1Q24 EBITDA by country



Source: SCGD

Exhibit 4: Cost saving and energy efficiency plan since 2H23



Source: SCGD

Exhibit 5: Bathroom business expansion to ASEAN



Source: SCGD

Financial Statements

SCG Decor

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	35,228	28,312	29,524	31,197	32,013
Cost of goods sold	(27,019)	(21,633)	(22,150)	(23,383)	(23,981)
Gross profit	8,209	6,679	7,374	7,813	8,033
Other operating income	-	-	-	-	-
Operating costs	(7,250)	(5,550)	(5,675)	(5,951)	(6,126)
Operating EBITDA	2,740	2,669	3,315	3,560	3,689
Depreciation	(1,781)	(1,540)	(1,617)	(1,698)	(1,782)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	959	1,129	1,698	1,863	1,907
Net financing costs	(160)	(548)	(453)	(434)	(416)
Associates	4	1	1	1	1
Recurring non-operating income	930	630	631	636	636
Non-recurring items	(1,152)	(447)	0	0	0
Profit before tax	576	764	1,877	2,065	2,127
Tax	(261)	(290)	(403)	(444)	(457)
Profit after tax	315	474	1,474	1,621	1,670
Minority interests	(736)	(147)	(147)	(147)	(147)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	(421)	328	1,327	1,474	1,524
Non-recurring items & goodwill (net)	1,152	447	0	0	0
Recurring net profit	731	775	1,327	1,474	1,524
Per share (THB)					
Recurring EPS *	9.24	0.47	0.80	0.89	0.92
Reported EPS	(5.32)	0.20	0.80	0.89	0.92
DPS	0.00	0.00	0.24	0.27	0.28
Diluted shares (used to calculate per share data)	79	1,650	1,650	1,650	1,650
Growth	05.0	(40.0)	4.0	5.7	0.0
Revenue (%)	35.8	(19.6)	4.3	5.7	2.6
Operating EBITDA (%)	(20.7)	(2.6)	24.2	7.4	3.6
Operating EBIT (%)	(47.4)	17.8	50.4	9.7	2.4
Recurring EPS (%)	(39.6)	(94.9)	71.3	11.1	3.3
Reported EPS (%)	nm	nm	304.9	11.1	3.3
Operating performance	00.0	00.0	05.0	05.0	05.4
Gross margin inc. depreciation (%)	23.3	23.6	25.0	25.0	25.1
Gross margin exc. depreciation (%)	28.4	29.0	30.5	30.5	30.7
Operating EBITDA margin (%)	7.8	9.4	11.2	11.4	11.5
Operating EBIT margin (%)	2.7	4.0	5.8	6.0	6.0
Net margin (%)	2.1	2.7	4.5	4.7	4.8
Effective tax rate (%)	45.3	37.9	21.5 30.0	21.5	21.5 30.0
Dividend payout on recurring profit (%) Interest cover (X)	11.8	3.2	5.1	30.0 5.8	6.1
. ,	110.4	3.2 142.7	137.9	138.0	140.3
Inventory days					
Debtor days Creditor days	49.9 59.6	61.3 69.6	56.7 72.9	56.8 76.7	57.7 78.0
Operating ROIC (%)	3.8	4.4	6.7	(1.8)	(1.7)
ROIC (%)	3.6 4.5	4.4	5.7	(1.6)	(1.7)
ROE (%)	4.6	4.4	6.6	6.9	6.8
ROA (%)	3.9	3.3	4.5	3.8	3.8
* Pre exceptional, pre-goodwill and fully diluted	5.5	5.5	4.5	5.0	3.0
	2002	2022	20245	20255	2025
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Decor Surfaces	24,418	21,794	22,777	24,155	24,761
Bathroom	4,996	5,238	5,747	6,242	6,652
Other Sources: SCG Decor: FSSIA estimates	5,814	1,280	1,000	800	600

Sources: SCG Decor; FSSIA estimates

Financial Statements

SCG Decor

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026
Recurring net profit	731	775	1,327	1,474	1,52
Depreciation	1,781	1,540	1,617	1,698	1,78
Associates & minorities	-	-	-	-	
Other non-cash items	- (4.000)	-	- (70)	- (440)	(000
Change in working capital	(1,699)	1,214	(73)	(410)	(220
Cash flow from operations	813	3,528	2,871	2,762	3,08
Capex - maintenance Capex - new investment	(1,788)	-	(2,455)	(2,529)	(2,402
Net acquisitions & disposals	(1,700)	(717)	(2,433)	(2,329)	(2,402
Other investments (net)	_	(, , , ,	_	_	
Cash flow from investing	(1,788)	(717)	(2,455)	(2,529)	(2,402
Dividends paid	0	(4,494)	(332)	(369)	(381
Equity finance	(236)	6,207	147	147	14
Debt finance	587	(1,137)	(3,685)	(458)	(466
Other financing cash flows	-	-	-	-	,
Cash flow from financing	351	576	(3,870)	(680)	(701
Non-recurring cash flows	-	-	-	-	
Other adjustments	0	0	0	0	
Net other adjustments	(467)	0	0	0	
Movement in cash	(1,092)	3,387	(3,454)	(446)	(16
Free cash flow to firm (FCFF)	(815.13)	3,358.91	868.54	668.10	1,100.6
Free cash flow to equity (FCFE)	(855.76)	1,674.29	(3,269.18)	(224.38)	218.3
Per share (THB)					
FCFF per share	(0.67)	2.77	0.72	0.55	0.9
FCFE per share	(0.71)	1.38	(2.70)	(0.19)	0.1
Recurring cash flow per share	31.76	1.40	1.78	1.92	2.0
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026
					E4 E0
Tangible fixed assets (gross) Less: Accumulated depreciation	44,909 (33,475)	47,155 (35,534)	49,513	51,988 (39,168)	54,58 (41,367
Tangible fixed assets (net)	(33,475) 11,435	(35,534) 11,621	(37,292) 12,221	12,821	13,22
ntangible fixed assets (net)	6,201	5,797	5,911	6,027	6,14
ong-term financial assets	984	850	894	926	94
nvest. in associates & subsidiaries	5,547	5,076	5,157	5,240	5,32
Cash & equivalents	1,817	5,203	1,749	1,302	1,28
A/C receivable	5,068	4,449	4,724	4,991	5,12
nventories	8,165	7,542	7,972	8,423	8,64
Other current assets	532	448	530	530	53
Current assets	15,581	17,642	14,974	15,247	15,58
Other assets	803	666	699	734	77
Total assets	40,550	41,651	39,855	40,994	41,98
Common equity	15,854	19,697	20,692	21,798	22,94
Minorities etc.	2,971	1,615	1,762	1,908	2,05
Total shareholders' equity	18,825	21,312	22,454	23,706	24,99
Long term debt	638	609	640	672	70
Other long-term liabilities	1,346	1,280	1,329	1,404	1,44
Long-term liabilities	1,984	1,889	1,968	2,076	2,14
A/C payable	3,891	3,768	4,429	4,680	4,80
Short term debt	15,503	14,395	10,680	10,190	9,69
Other current liabilities	348	286	325	343	35
Current liabilities	19,742	18,450	15,433	15,213	14,84
Total liabilities and shareholders' equity	40,550	41,651	39,855	40,994	41,98
Net working capital	9,526	8,384	8,472	8,922	9,14
nvested capital	34,495	32,393	33,353	34,669	35,54
Includes convertibles and preferred stock which is bei	ng treated as debt				
Per share (THB)					
Book value per share	200.45	11.94	12.54	13.21	13.9
Гangible book value per share	122.04	8.42	8.96	9.56	10.1
Financial strength					
Net debt/equity (%)	76.1	46.0	42.6	40.3	36
Net debt/total assets (%)	35.3	23.5	24.0	23.3	21
Current ratio (x)	0.8	1.0	1.0	1.0	1.
CF interest cover (x)	6.8	4.1	(0.8)	6.3	7.
/aluation	2022	2023	2024E	2025E	2026
Recurring P/E (x) *	0.8	16.3	9.5	8.6	8
Recurring P/E @ target price (x) *	1.3	25.6	14.9	13.4	13
Reported P/E (x)	(1.4)	38.5	9.5	8.6	8
Dividend yield (%)	(1.4)	-	3.2	3.5	3
Price/book (x)	0.0	0.6	0.6	0.6	0
Price/tangible book (x)	0.0	0.0	0.9	0.8	0
EV/EBITDA (x) **	6.5	9.0	7.2	6.8	6
EV/EBITDA (x) ** EV/EBITDA @ target price (x) **	6.5 6.7	9.0 11.7	7.2 9.4	6.8 8.8	8
- v, LDI I DA (W talyer hilde (x)	0.7	11.7	9.4	0.0	ŏ
EV/invested capital (x)	0.5	0.7	0.7	0.7	0

Sources: SCG Decor; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodolog	У				Rating				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	process bas from the ann	ed on the com nual S&P Glob	transparent, rules-bas npanies' Total Sustain pal Corporate Sustaina panies within each indu	nability nability	Scores resulting Assessment (CSA).	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)	managing be Candidates 1) no irregul- float of >150 up capital. S 70%; 2) inde- wrongdoing	usiness with transt pass the ar trading of the shareholders come key disquependent direct related to CG,	ility in Environmental a ransparency in Govern e preemptive criteria, v ne board members an s, and combined holdi ualifying criteria incluc ctors and free float vio , social & environmen earnings in red for > 3	rnance with tw nd exe ing mu ide: 1) olation ntal im	, updated annually. /o crucial conditions: cutives; and 2) free ist be >15% of paid- CG score of below ; 3) executives' pacts; 4) equity in	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 DJSI during the assessment year. The scoring will be fairly weighted against the 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 at maximum, and no cap for number of stocks.				
CG Score by Thai Institute of Directors Association (Thai IOD)	annually by Thailand (SE	the Thai IOD,	th in sustainable devel with support from the ts are from the perspe is.	e Stock	Exchange of	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%).				
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment ar transparent out of five th criteria cove date (45%), circulation of s exercised. The and verifiability	e incorporated and sufficiently e CG compon r AGM proced and after the rufficient informate second assess y; and 3) openne	which shareholders' rid into business operat y disclosed. All form inents to be evaluated adures before the meeting (10%). (The finition for voting; and 2) faces 1) the ease of attendingers for Q&A. The third invies, resolutions and voting an	ations a importal annua ting (4: first associlitating ling mee tvolves t	and information is ant elements of two ally. The assessment 5%), at the meeting esses 1) advance how voting rights can be trings; 2) transparency the meeting minutes that			o four categories: r (80-89), and not		
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishme policies. The (Companies d Declaration of Certification, in managers and	nt of key contree Certification in eciding to become Intent to kick off including risk assi	Checklist include corn rols, and the monitorir is good for three year: me a CAC certified memb f an 18-month deadline to sessment, in place of policitablishment of whistleblow till stakeholders.)	d 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 risk is unma	assessment on aged. Sources	isk rating provides an of how much of a com s to be reviewed include of ther media, NGO reports/N	mpany' corpora	s exposure to ESG ate publications and	more risk is un	managed, the	score is the sum higher ESG risk	is scored.	
		ompany feedbac uality & peer revi	ck, ESG controversies, iss views.	suer fee	dback on draft ESG	NEGL 0-10	Low 10-20	Medium 20-30	High 30-40	Severe 40+
ESG Book	positioned to the principle helps explain over-weighti	o outperform o of financial m n future risk-ad	sustainable companie over the long term. The lateriality including infedijusted performance. Ith higher materiality aprly basis.	ne metl formati . Mater	hodology considers ion that significantly riality is applied by	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.				
MSCI					agement of financially reir exposure to ESG ris					nethodology to
	AAA	8.571-10.00	00	•					·	
	AA	7.143-8.570	Leader:		leading its industry in ma	anaging the most s	ignificant ESG ri	isks and opportunitie	es	
	Α	5.714-7.142	2							
	BBB	4.286-5.713	3 Average:		a mixed or unexceptional industry peers	al track record of m	anaging the mos	st significant ESG ris	sks and opportu	nities relative to
	ВВ	2.857-4.285	5							
	В	1.429-2.856	Laggard:		lagging its industry base	ed on its high expos	sure and failure t	o manage significar	nt ESG risks	
	ccc	0.000-1.428	3							
Moody's ESG solutions	believes that	t a company ir		rs into	ke into account ESG ob its business model and edium to long term.					
Refinitiv ESG rating	based on pu	ıblicly available	e and auditable data.	. The s	company's relative EScore ranges from 0 to 10 to 25 = poor; >25 to 50 =	100 on relative E	SG performar	nce and insufficie	nt degree of t	
S&P Global					uring a company's perfo fication. The score rang			of ESG risks, op	portunities, ar	nd impacts
Bloomberg	ESG Score		score is based on B	Bloomb	ng the company's aggr perg's view of ESG fina e weights are determine	ncial materiality.	The score is	a weighted gener	ralized mean	(power mean)
			or r mar ocores, with	1010 111	e weights are determin	od by the pillar p				

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

Thanyatorn Songwutti 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.

History of change in investment rating and/or target price



Thanyatorn Songwutti started covering this stock from 30-Jan-2024

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
SCG Decor	SCGD TB	THB 7.65	BUY	Key downside risks to our DCF-based TP include 1) slower-than-expected economic and purchasing power recovery, 2) global uncertainties, 3) energy and raw material cost fluctuation, 4) an unsuccessful sanitary ware business in ASEAN, and 5) an additional impairment provision on its discontinued factory.

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 22-Apr-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.