

CHULARAT HOSPITAL

THAILAND / HEALTH CARE SERVICES

CHG TB

BUY

UNCHANGED

First sign of recovery

- After a declining earnings trend in 2023, we expect core profit to bounce back and grow again by 6% y-y to THB255m in 1Q24.
- Less loss of CHG Mae Sot and higher revenue intensity patients from CHG Medical Center are two crucial drivers for the EBITDA margin.
- Maintain BUY with a new DCF-TP of THB3.9/shr.

TARGET PRICE	THB3.90
CLOSE	THB2.88
UP/DOWNSIDE	+35.4%
PRIOR TP	THB3.90
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+15.0%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	7,730	8,560	9,136	9,749
Net profit	1,046	1,300	1,488	1,632
EPS (THB)	0.10	0.12	0.14	0.15
vs Consensus (%)	-	10.1	13.8	19.0
EBITDA	1,822	2,189	2,438	2,649
Recurring net profit	1,046	1,300	1,488	1,632
Core EPS (THB)	0.10	0.12	0.14	0.15
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(62.4)	24.3	14.5	9.7
Core P/E (x)	30.3	24.4	21.3	19.4
Dividend yield (%)	2.4	2.5	2.8	3.1
EV/EBITDA (x)	17.3	14.2	12.5	11.2
Price/book (x)	4.2	3.9	3.6	3.3
Net debt/Equity (%)	(8.2)	(12.1)	(18.3)	(23.8)
ROE (%)	13.9	16.7	17.7	17.9

Robust top-line growth in 1Q24, led by revenue from cash patients

We expect 1Q24 revenue to grow by 17% y-y. Cash patient revenue should jump by 17-18% y-y due to a solid Thai patient volume. Meanwhile, SSO revenue should grow by 10-12% y-y due to a higher registered member base (540k in 1Q24E vs 525k in 1Q23) and a higher fixed payment rate. We also estimate CHG Mae Sot to contribute a loss of THB15m-20m, relatively in line with its 4Q23 loss of THB17m, leading the EBITDA margin to edge down to 23% (vs 24% in 1Q23). Overall, we forecast core profit to grow by 6% y-y to THB255m. Excluding loss from CHG Mae Sot, core profit would be cTHB270-275m (+13-15% y-y).

Two key EBITDA margin drivers in 2024

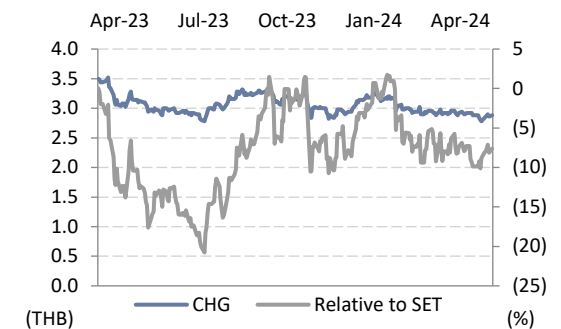
First, CHG Mae Sot, which booked cTHB15-20 loss per quarter since 2Q23, should post less loss in 2H24, subject to a complete reopening of the Mae Sot border checkpoint. Overall, we estimate CHG Mae Sot to report a THB40-50m loss in 2024 (vs THB52m in 2023). Second, CHG Medical Center should record a positive performance, especially from international patient revenue (+8-10% y-y in 1Q24E). Additionally, CHG plans to use its Radiotherapy Center, which currently serves SSO patients, to capture more patients under the civil servant welfare scheme and NHSO patients under the Cancer Anywhere scheme, which has a c50% higher reimbursement rate than the SSO scheme.

Expect earnings to surge by 24% to THB1.3b

We forecast core profit to jump 24% to THB1.3b in 2024, driven by an absence of provision expenses related to Covid treatments (THB46m in 2023), THB50m-60m additional core profit growth from a higher registered SSO-member base, 13-15% organic profit growth from higher international patients, and the full-year operation of CHG Medical Center.

Profit has passed its bottom

We maintain our forecast and DCF-TP of THB3.9/shr. CHG is trading at an attractive valuation of 24x 2024E P/E. Although the earnings saw a y-y loss nearly every quarter since 3Q22 (except 3Q23), the trend should reverse from 1Q24 onwards. Besides, we expect y-y earnings growth in every quarter this year. This would imply limited downside to the share prices, in our view.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(1.4)	(9.4)	(17.7)
Relative to country (%)	(0.2)	(8.5)	(7.6)
Mkt cap (USD m)	856		
3m avg. daily turnover (USD m)	2.2		
Free float (%)	43		
Major shareholder	Kannikar Plussind (18%)		
12m high/low (THB)	3.54/2.60		
Issued shares (m)	11,000.00		

Sources: Bloomberg consensus; FSSIA estimates


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Investment thesis

CHG should report strong profit growth in 2024, led by a recovery in cash patient numbers coupled with its larger SSO-registered member base and pent-up demand from international patients.

CHG's revenue contributions from cash patients have gradually increased. This is another key factor for its EBITDA margin to expand, in our view, as cash patients have a higher margin than Social Security Office (SSO) patients.

CHG opened two new hospitals (CHG Mae Sot and CHG Medical Center) recently. We expect both to turn profitable by 2025 and become new growth drivers along with RPC and CHG 304 Inter, which opened in 2018.

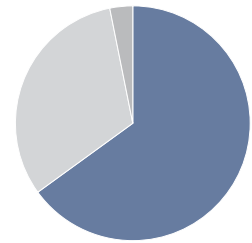
Company profile

CHG operates a healthcare business covering the eastern part of Bangkok and its nearby provinces. The Group owns nine hospitals and four clinics.

www.chularat.com

Principal activities (revenue, 2023)

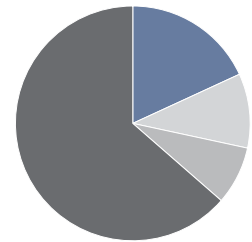
- Cash patient revenue - 65.0 %
- SSO patient revenue - 31.8 %
- NHSO patient revenue - 3.2 %



Source: Chularat Hospital

Major shareholders

- Kannikar Plussind - 18.1 %
- Apirum Panyapol - 10.3 %
- Kobkul Panyapol - 8.0 %
- Others - 63.6 %



Source: Chularat Hospital

Catalysts

Key potential growth drivers include 1) more registered SSO-members; 2) rising demand from medical tourists; and 3) an improving EBITDA margin led by new hospitals.

Risks to our call

Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug price and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.

Event calendar

Date	Event
May 2024	1Q24 results announcement

Key assumptions

	2024E (%)	2025E (%)	2026E (%)
SSO volume growth	9	1	1
SSO revenue/patient growth	3	3	3
OPD volume growth	5	4	4
OPD revenue/patient growth	5	4	4
IPD volume growth	5	4	4
IPD revenue/patient growth	5	4	4

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in patient volume, we project 2024 earnings to rise by 2%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project 2024 earnings to rise by 3%, and vice versa, all else being equal.

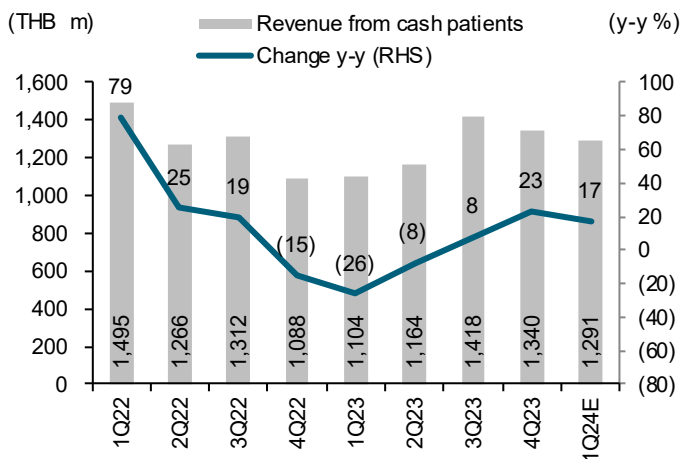
Source: FSSIA estimates

Exhibit 1: CHG - 1Q24 results preview

	1Q23	2Q23	3Q23	4Q23	1Q24E	----- Change -----		2023	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Revenue	1,716	1,799	2,093	2,123	2,013	(5)	17	7,730	8,560	11
Cost of sales (Incl. depreciation)	(1,276)	(1,380)	(1,486)	(1,580)	(1,520)	(4)	19	(5,723)	(6,212)	9
Gross profit	440	418	607	543	493	(9)	12	2,008	2,347	17
SG&A	(200)	(222)	(246)	(243)	(234)	(3)	17	(911)	(957)	5
Operating profit	240	196	361	300	259	(14)	8	1,097	1,390	27
Other operating income	73	70	77	65	76	17	5	284	295	4
Interest income	1	3	1	4	4			9	6	(30)
Equity income	(3)	(2)	(5)	(9)	(5)	(43)	45	(19)	(10)	(48)
EBIT	309	267	434	361	334	(7)	8	1,370	1,682	23
Interest expense	(4)	(5)	(7)	(9)	(9)	0	114	(24)	(18)	(26)
EBT	305	262	427	352	325	(8)	7	1,346	1,664	24
Income tax	(60)	(56)	(90)	(73)	(65)	(11)	8	(279)	(342)	23
Minority interests	(5)	(0)	(11)	(5)	(5)	0	3	(21)	(22)	5
Core profit	240	206	326	274	255	(7)	6	1,046	1,300	24
Extraordinaries										
Net income	240	206	326	274	255	(7)	6	1,046	1,300	24
Core EPS (THB)	0.02	0.02	0.03	0.02	0.02	(7)	6	0.10	0.12	24
No of shares (m)	11,000	11,000	11,000	11,000	11,000	0	0	11,000	11,000	0
Cost (Excl. depreciation)	(1,177)	(1,276)	(1,370)	(1,459)	(1,397)	(4)	19	(5,282)	(5,709)	8
Depreciation & amortization	(99)	(104)	(117)	(121)	(123)	2	25	(441)	(503)	14
EBITDA	411	370	554	486	458	(6)	11	1,822	2,189	20
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	26	23	29	26	25	(1)	(1)	26	27	1
SG&A/Revenue	12	12	12	11	12	0	(0)	12	11	(1)
EBITDA margin	24	21	26	23	23	(0)	(1)	24	26	2
Net profit margin	14	11	16	13	13	(0)	(1)	14	15	2
Operating stats	(y-y %)	(y-y %)	(y-y %)	(y-y %)						
SSO revenue	19	23	8	11						
SSO registered members ('000)	525	528	529	530						
SSO revenue per head	10	17	5	8						
Cash-OPD revenue	(41)	(20)	(6)	24						
Cash-OPD visit number	(19)	(7)	2	11						
Cash-OPD revenue per head	(26)	(13)	(8)	12						
Cash-IPD revenue	(5)	5	24	22						
Cash-IPD admission number	9	30	29	29						
Cash-IPD revenue per head	(13)	(19)	(4)	(6)						

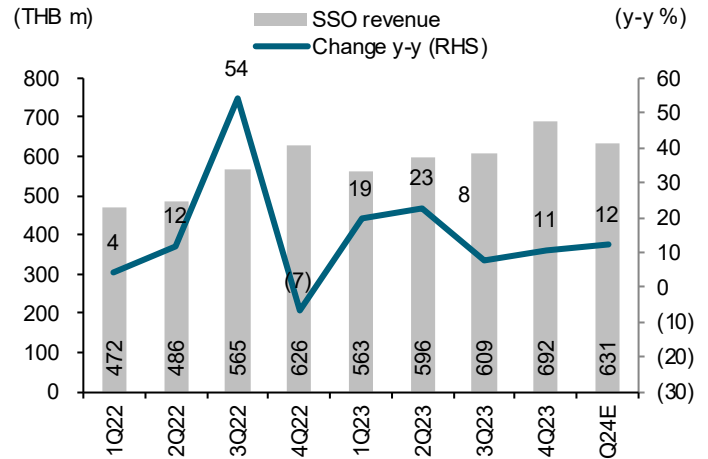
Sources: CHG; FSSIA estimates

Exhibit 2: Revenue from general patients, quarterly



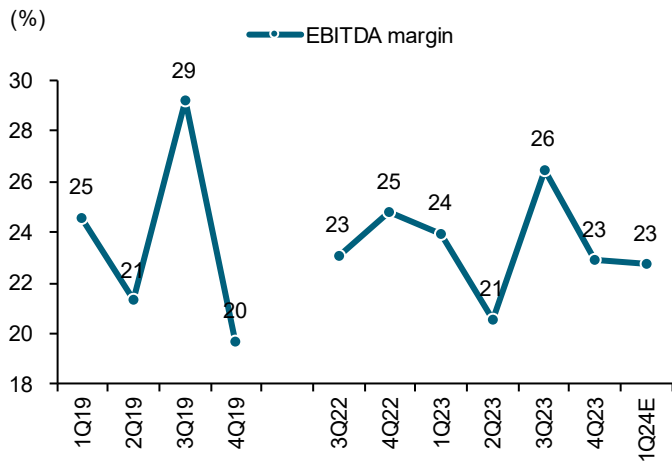
Note: Includes National Health Security Office (NHSO) revenue mainly from Heart Center
Sources: CHG; FSSIA estimates

Exhibit 3: SSO revenue, quarterly



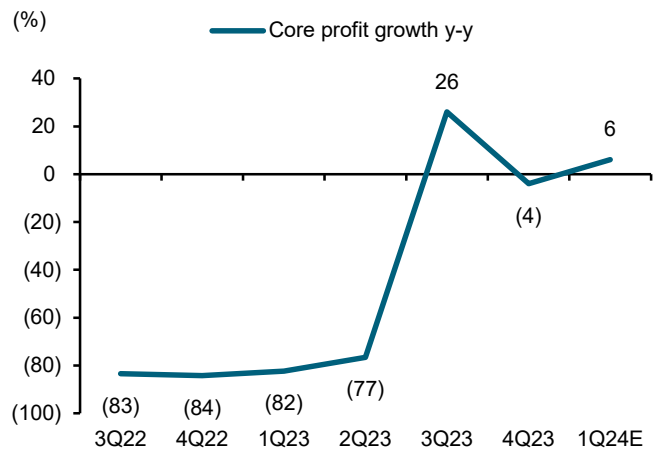
Note: Includes additional gain from chronic disease treatments of THB34m in 4Q22, THB190m in 4Q21, THB25m in 3Q20, and THB74m in 3Q19
Sources: CHG; FSSIA estimates

Exhibit 4: EBITDA margin



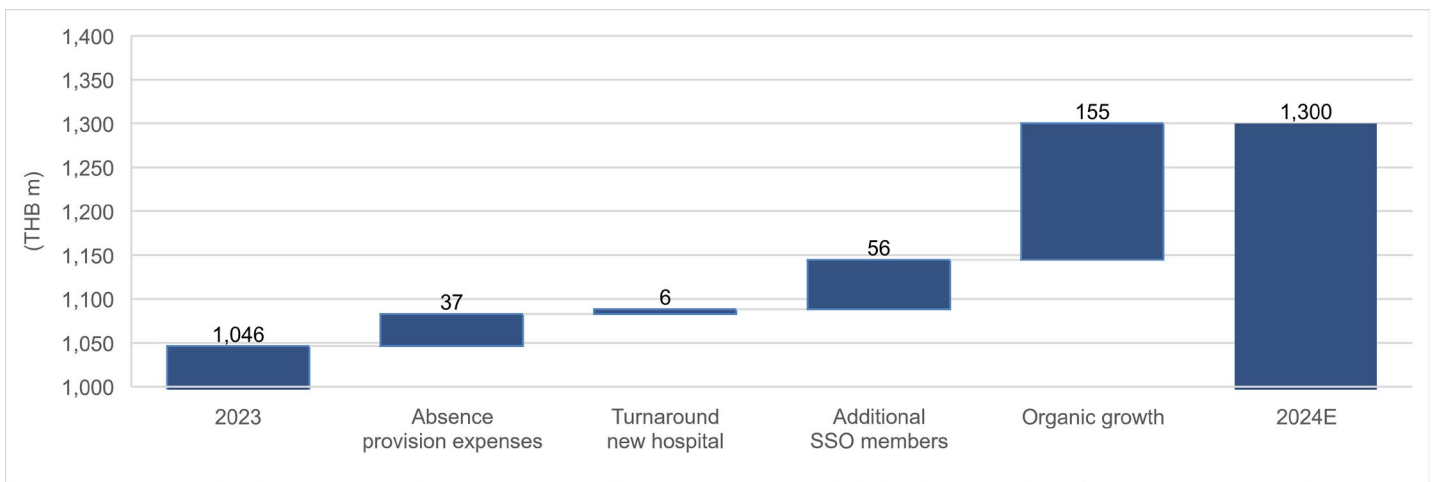
Sources: CHG; FSSIA estimates

Exhibit 5: Earnings growth y-y trend



Source: CHG; FSSIA estimates

Exhibit 6: 2024E core profit growth breakdown



Note: Applied 20% tax for each item

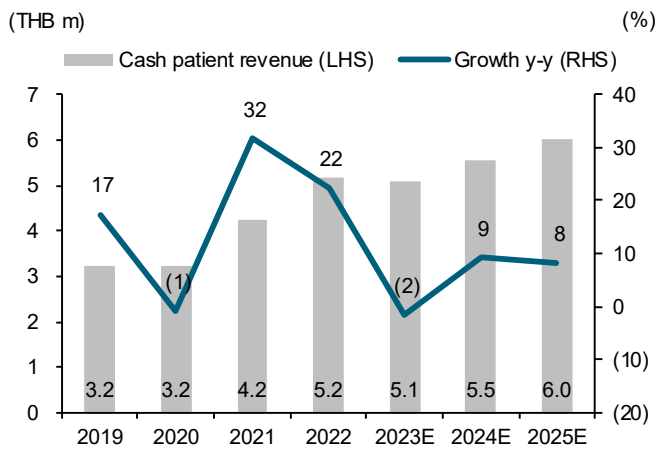
Source: FSSIA estimates

Exhibit 7: 2024E key earnings growth assumptions

Key growth items	Assumptions
Absence of provision expenses	CHG booked provision expenses and a revenue reversal related to Covid treatments totaling THB46m in 2023. We expect no provision expense in 2024.
Turnaround of new hospital	Expect CHG Mae Sot's losses to narrow from THB52m in 2023 to THB40-50m in 2024.
Additional SSO members	Expect registered members to increase by 40k in 2024 with average revenue per head of THB4,700-4,800 and an EBITDA margin of 35-38% for additional SSO revenue.
Organic growth	Expect core profit growth of 13-15%, driven by higher revenue intensity from International Medical Center and CHG Medical Center.

Source: FSSIA estimates

Exhibit 8: Cash patient revenue



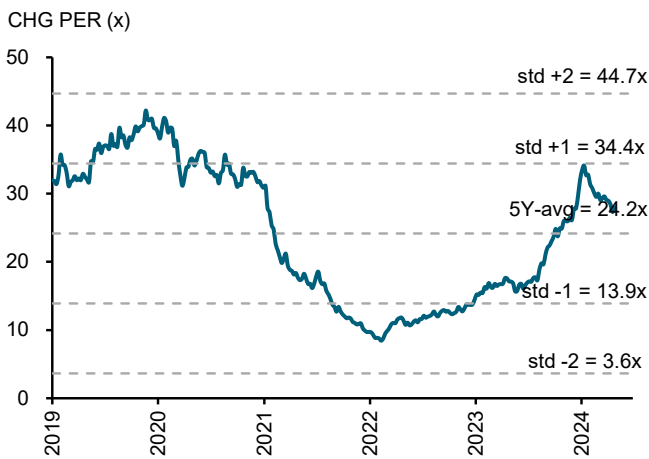
Sources: CHG; FSSIA estimates

Exhibit 9: SSO revenue



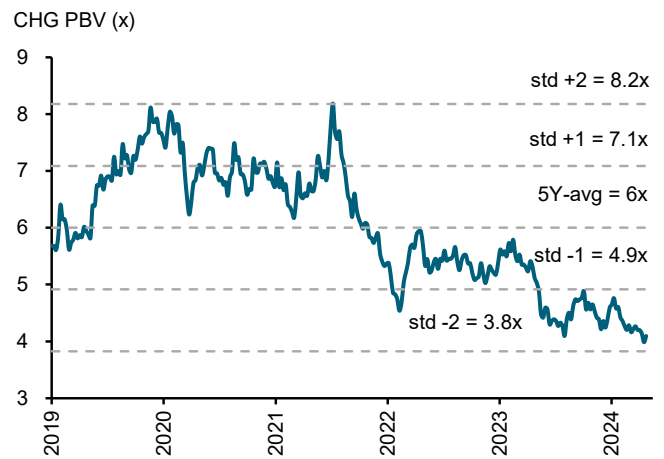
Sources: CHG; FSSIA estimates

Exhibit 10: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 11: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 12: Peer comparisons as of 29 Apr 2024

Company	BBG	Rec	Share price			Market Cap (USD m)	PE		ROE		PBV		EV/EBITDA	
			Current (LCY)	Target (LCY)	Upside (%)		24E (x)	25E (x)	24E (%)	25E (%)	24E (x)	25E (x)	24E (x)	25E (x)
Thailand														
Bangkok Dusit Med Service	BDMS TB	BUY	28.75	35.00	21.7	12,340	27.8	25.5	16.8	17.3	4.5	4.3	16.9	15.3
Bumrungrad Hospital	BH TB	BUY	246.00	305.00	24.0	5,281	26.5	24.9	28.8	26.8	7.1	6.3	17.6	16.4
Bangkok Chain Hospital	BCH TB	BUY	20.90	25.00	19.6	1,408	29.7	25.7	13.5	14.5	3.9	3.6	15.8	13.8
Chularat Hospital	CHG TB	BUY	2.88	3.90	35.4	856	24.4	21.3	16.7	17.7	3.9	3.6	14.2	12.5
Praram 9 Hospital	PR9 TB	BUY	19.50	24.00	23.1	414	23.4	21.3	12.4	12.6	2.8	2.6	11.7	10.5
Thonburi Healthcare Group	THG TB	HOLD	39.75	44.00	10.7	910	41.4	34.5	7.8	9.1	3.2	3.1	18.1	16.3
Ramkhamhaeng Hospital	RAM TB	BUY	31.75	46.00	44.9	1,029	21.7	18.9	9.3	10.2	2.0	1.9	26.4	21.1
Rajthanee Hospital	RJH TB	n/a	25.25	n/a	n/a	206	18.0	18.5	19.1	18.8	5.1	3.3	13.2	12.4
Ekachai Medical Care	EKH TB	n/a	7.65	n/a	n/a	149	19.3	19.0	14.6	13.3	5.7	2.6	10.4	9.7
Thailand average						22,592	25.8	23.3	15.4	15.6	4.2	3.5	16.0	14.2
Regional														
Ramsay Health Care	RHC AU	n/a	52.25	n/a	n/a	7,841	35.3	39.0	8.6	7.1	2.9	2.9	11.6	10.8
Ihh Healthcare Bhd	IHH SP	n/a	1.81	n/a	n/a	11,713	35.1	31.9	6.3	5.9	2.4	2.0	14.6	13.8
Ryman Healthcare	RYM NZ	n/a	4.07	n/a	n/a	1,664	8.1	10.2	7.5	7.0	0.9	0.6	11.2	17.9
Apollo Hospitals Enterprise	APHS IN	n/a	5,968	n/a	n/a	10,288	102.1	92.9	13.8	14.0	23.6	13.3	42.1	37.3
Kpj Healthcare Berhad	KPJ MK	n/a	2.02	n/a	n/a	1,848	38.1	30.1	10.2	11.6	4.5	3.8	15.8	14.3
Raffles Medical Group	RFMD SP	n/a	1.00	n/a	n/a	1,362	20.8	25.6	8.6	7.1	2.2	1.8	10.2	12.1
Mitra Keluarga Karyasehat	MIKA IJ	n/a	2,900	n/a	n/a	2,543	42.8	36.7	17.1	18.4	8.5	6.9	26.1	23.2
Aier Eye Hospital Group	300015 CH	n/a	12.90	n/a	n/a	16,618	34.1	28.4	18.3	19.3	13.8	5.9	20.4	17.2
Regional average						53,877	39.5	36.9	11.3	11.3	7.4	4.7	19.0	18.3
Overall average						76,469	32.3	29.7	13.5	13.6	5.7	4.0	17.4	16.2

Sources: Bloomberg; FSSIA estimates

Financial Statements

Chularat Hospital

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	10,103	7,730	8,560	9,136	9,749
Cost of goods sold	(5,908)	(5,723)	(6,212)	(6,544)	(6,933)
Gross profit	4,195	2,008	2,347	2,592	2,815
Other operating income	305	284	295	304	313
Operating costs	(935)	(911)	(957)	(994)	(1,051)
Operating EBITDA	3,947	1,822	2,189	2,438	2,649
Depreciation	(382)	(441)	(503)	(536)	(572)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	3,565	1,381	1,686	1,902	2,078
Net financing costs	(10)	(15)	(12)	3	5
Associates	(1)	(19)	(10)	(4)	1
Recurring non-operating income	(1)	(19)	(10)	(4)	1
Non-recurring items	0	0	0	0	0
Profit before tax	3,554	1,346	1,664	1,901	2,084
Tax	(703)	(279)	(342)	(389)	(426)
Profit after tax	2,850	1,067	1,322	1,512	1,658
Minority interests	(72)	(21)	(22)	(24)	(26)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	2,778	1,046	1,300	1,488	1,632
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	2,778	1,046	1,300	1,488	1,632
Per share (THB)					
Recurring EPS *	0.25	0.10	0.12	0.14	0.15
Reported EPS	0.25	0.10	0.12	0.14	0.15
DPS	0.16	0.07	0.07	0.08	0.09
Diluted shares (used to calculate per share data)	11,000	11,000	11,000	11,000	11,000
Growth					
Revenue (%)	(14.0)	(23.5)	10.7	6.7	6.7
Operating EBITDA (%)	(30.1)	(53.8)	20.2	11.4	8.6
Operating EBIT (%)	(32.7)	(61.3)	22.1	12.8	9.2
Recurring EPS (%)	(33.9)	(62.4)	24.3	14.5	9.7
Reported EPS (%)	(33.9)	(62.4)	24.3	14.5	9.7
Operating performance					
Gross margin inc. depreciation (%)	41.5	26.0	27.4	28.4	28.9
Gross margin exc. depreciation (%)	45.3	31.7	33.3	34.2	34.7
Operating EBITDA margin (%)	39.1	23.6	25.6	26.7	27.2
Operating EBIT margin (%)	35.3	17.9	19.7	20.8	21.3
Net margin (%)	27.5	13.5	15.2	16.3	16.7
Effective tax rate (%)	19.8	20.4	20.4	20.4	20.4
Dividend payout on recurring profit (%)	63.3	73.6	60.0	60.0	60.0
Interest cover (X)	349.5	88.7	143.2	(729.4)	(382.9)
Inventory days	18.5	20.8	22.4	22.7	22.6
Debtor days	24.8	38.5	39.1	38.3	35.9
Creditor days	55.9	60.3	59.5	60.2	60.0
Operating ROIC (%)	47.1	15.9	18.4	20.5	22.2
ROIC (%)	45.1	14.9	17.5	19.6	21.3
ROE (%)	36.8	13.9	16.7	17.7	17.9
ROA (%)	27.4	10.5	13.0	14.2	14.5
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Cash patient revenue	5,160	5,025	5,541	5,993	6,482
SSO patient revenue	2,149	2,461	2,763	2,875	2,990
NHSO patient revenue	2,794	244	256	269	277

Sources: Chularat Hospital; FSSIA estimates

Financial Statements

Chularat Hospital

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	2,778	1,046	1,300	1,488	1,632
Depreciation	382	441	503	536	572
Associates & minorities	-	-	-	-	-
Other non-cash items	117	30	22	24	26
Change in working capital	(696)	435	(147)	(43)	(41)
Cash flow from operations	2,582	1,951	1,678	2,006	2,188
Capex - maintenance	(777)	(1,451)	(514)	(548)	(585)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	(142)	19	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(919)	(1,432)	(514)	(548)	(585)
Dividends paid	(2,805)	(1,045)	(770)	(780)	(893)
Equity finance	0	0	0	0	0
Debt finance	356	(120)	(705)	0	0
Other financing cash flows	(3)	44	(22)	(24)	(26)
Cash flow from financing	(2,452)	(1,121)	(1,497)	(804)	(919)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(789)	(601)	(333)	653	685
Free cash flow to firm (FCFF)	1,679.02	543.33	1,181.99	1,459.48	1,605.58
Free cash flow to equity (FCFE)	2,016.07	443.25	436.94	1,432.98	1,577.12

Per share (THB)	2022	2023	2024E	2025E	2026E
FCFF per share	0.15	0.05	0.11	0.13	0.15
FCFE per share	0.18	0.04	0.04	0.13	0.14
Recurring cash flow per share	0.30	0.14	0.17	0.19	0.20

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	7,867	9,318	9,831	10,379	10,964
Less: Accumulated depreciation	(2,987)	(3,414)	(3,917)	(4,453)	(5,025)
Tangible fixed assets (net)	4,880	5,903	5,914	5,926	5,939
Intangible fixed assets (net)	47	104	104	104	104
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	142	122	122	122	122
Cash & equivalents	2,001	1,399	1,066	1,719	2,404
A/C receivable	757	874	960	960	960
Inventories	265	336	364	383	405
Other current assets	2,036	1,436	1,590	1,697	1,811
Current assets	5,058	4,046	3,980	4,759	5,580
Other assets	152	88	88	88	88
Total assets	10,280	10,264	10,209	11,000	11,834
Common equity	7,523	7,525	8,054	8,762	9,501
Minorities etc.	341	406	406	406	406
Total shareholders' equity	7,864	7,931	8,461	9,168	9,908
Long term debt	470	705	0	0	0
Other long-term liabilities	233	247	247	247	247
Long-term liabilities	704	953	247	247	247
A/C payable	851	894	966	1,017	1,077
Short term debt	400	45	45	45	45
Other current liabilities	462	442	490	522	558
Current liabilities	1,712	1,381	1,501	1,584	1,679
Total liabilities and shareholders' equity	10,280	10,264	10,209	11,000	11,834
Net working capital	1,745	1,311	1,458	1,500	1,542
Invested capital	6,967	7,529	7,687	7,741	7,796

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

Per share (THB)	2022	2023	2024E	2025E	2026E
Book value per share	0.68	0.68	0.73	0.80	0.86
Tangible book value per share	0.68	0.67	0.72	0.79	0.85

Financial strength	2022	2023	2024E	2025E	2026E
Net debt/equity (%)	(14.4)	(8.2)	(12.1)	(18.3)	(23.8)
Net debt/total assets (%)	(11.0)	(6.3)	(10.0)	(15.2)	(19.9)
Current ratio (x)	3.0	2.9	2.7	3.0	3.3
CF interest cover (x)	198.7	29.9	38.3	(549.5)	(289.5)

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	11.4	30.3	24.4	21.3	19.4
Recurring P/E @ target price (x) *	15.4	41.0	33.0	28.8	26.3
Reported P/E (x)	11.4	30.3	24.4	21.3	19.4
Dividend yield (%)	5.6	2.4	2.5	2.8	3.1
Price/book (x)	4.2	4.2	3.9	3.6	3.3
Price/tangible book (x)	4.2	4.3	4.0	3.7	3.4
EV/EBITDA (x) **	7.8	17.3	14.2	12.5	11.2
EV/EBITDA @ target price (x) **	10.7	23.4	19.3	17.1	15.5
EV/invested capital (x)	4.4	4.2	4.0	3.9	3.8

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

Sources: Chularat Hospital; FSSIA estimates

Chularat Hospital PCL (CHG TB)

FSSIA ESG rating

★★

38.25 /100

Exhibit 13: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★☆	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★☆☆	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★☆☆☆	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★☆☆☆☆	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

Exhibit 14: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
BCH	39.71	--	--	--	4.00	5.00	Certified	High	48.21	--	--	27.19	18.00	3.52	47.60
BDMS	74.00	Y	Y	Y	5.00	4.00	--	Medium	61.06	AA	34.00	59.83	72.00	3.45	58.92
BH	51.21	--	--	--	4.00	4.00	--	Medium	64.29	A	29.00	59.03	27.00	5.08	47.79
CHG	38.25	--	--	--	4.00	5.00	--	High	55.35	--	--	59.57	21.00	2.34	50.24
PR9	54.08	--	Y	Y	5.00	5.00	Certified	High	71.12	--	--	62.39	--	2.43	37.90
PRINC	18.00	--	--	--	4.00	4.00	Certified	--	--	--	--	--	--	--	--
RAM	11.75	--	--	--	3.00	--	--	High	--	--	--	--	--	--	--
THG	18.75	--	--	--	5.00	5.00	--	High	--	--	--	--	--	--	--
VIBHA	20.88	--	--	--	4.00	3.00	Declared	High	--	--	--	--	17.00	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 15: ESG score by Bloomberg

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—	2.21	2.34
BESG environmental pillar score	—	—	4.04	4.18
BESG social pillar score	—	—	0.74	0.79
BESG governance pillar score	—	—	4.19	4.49
ESG disclosure score	36.82	36.82	41.54	50.24
Environmental disclosure score	16.49	16.49	17.67	32.92
Social disclosure score	12.70	12.70	19.41	30.29
Governance disclosure score	81.10	81.10	87.36	87.36
Environmental				
Emissions reduction initiatives	Yes	Yes	Yes	Yes
Climate change policy	No	No	Yes	Yes
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	No	No	No	No
GHG scope 1	0	0	0	0
GHG scope 2 location-based	4	4	4	4
GHG Scope 3	1	1	1	1
Carbon per unit of production	—	—	—	—
Biodiversity policy	No	No	No	No
Energy efficiency policy	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—
Renewable energy use	—	—	—	—
Electricity used	4	4	4	7
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 16: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes
Hazardous waste	0	0	0	0
Total waste	1	1	1	1
Waste recycled	0	0	0	0
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	No	No	No
Water policy	No	No	Yes	Yes
Water consumption	89	73	80	70
Social				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No
Consumer data protection policy	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	—	84	85
Pct disabled in workforce	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	0
Total recordable incident rate - employees	—	—	—	—
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No
Number of employees – CSR	3,612	3,616	3,871	4,520
Employee turnover pct	—	—	20	20
Total hours spent by firm - employee training	—	—	32,904	85,880
Social supply chain management	No	No	No	No
Governance				
Board size	12	12	12	12
No. of independent directors (ID)	4	4	4	4
No. of women on board	2	2	2	2
No. of non-executive directors on board	11	11	11	10
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	6	7	7	6
Board meeting attendance pct	100	100	95	100
Board duration (years)	3	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	60	62	63	59
Age of the oldest director	77	78	79	80
No. of executives / company managers	6	6	6	6
No. of female executives	2	2	2	2
Executive share ownership guidelines	No	No	No	No
Size of audit committee	3	3	3	3
No. of ID on audit committee	3	3	3	3
Audit committee meetings	5	5	5	5
Audit meeting attendance %	100	100	100	100
Size of compensation committee	5	5	5	5
No. of ID on compensation committee	4	4	4	4
No. of compensation committee meetings	2	2	2	2
Compensation meeting attendance %	100	100	83	100
Size of nomination committee	5	5	5	5
No. of nomination committee meetings	2	2	2	2
Nomination meeting attendance %	100	100	83	100
Sustainability governance				
Verification type	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

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 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)	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 (50-59), 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	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&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.																			
Thai CAC 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.																			
Morningstar Sustainalytics	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 & 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+																	
ESG Book	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.																			
MSCI	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>AAA</td> <td>8.571-10.000</td> <td rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td>BB</td> <td>2.857-4.285</td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	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.																				
Refinitiv ESG rating	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; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	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.																				
Bloomberg	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

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

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Company	Ticker	Price	Rating	Valuation & Risks
Chularat Hospital	CHG TB	THB 2.88	BUY	Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug price and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.
Bangkok Dusit Medical Services	BDMS TB	THB 28.75	BUY	Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) higher-than-expected capex and opex for CoE projects.
Bumrungrad Hospital	BH TB	THB 246.00	BUY	Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) higher medical fee discount promotions, leading to a weaker EBITDA margin.
Bangkok Chain Hospital	BCH TB	THB 20.90	BUY	Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) SSO provision expenses following a limited SSO budget.
Praram 9 Hospital	PR9 TB	THB 19.50	BUY	Downside risks to our DCF-based target price include 1) weak patient volumes following the economic slowdown; 2) regulatory risks from drug price and medical bill controls; and 3) higher-than-expected expenses from its new building.
Thonburi Healthcare Group	THG TB	THB 39.75	HOLD	Upside risks to our DCF-based target price include 1) a new Covid wave from a new variant; and 2) big-lot sales of Jin Wellbeing County units. Downside risks include 1) regulatory risks from drug prices and medical bill controls; and 2) a slowdown in international patients due to economic concerns.
Ramkhamhaeng Hospital	RAM TB	THB 31.75	BUY	Downside risks to our DCF-based target price include 1) weak patient volumes following the economic slowdown; 2) regulatory risks from drug price and medical bill controls; and 3) losses from its subsidiary companies.

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 29-Apr-2024 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.