

PRARAM 9 HOSPITAL

 THAILAND / HEALTH CARE SERVICES

PR9 TB

BUY

 UNCHANGED

Key takeaways from analyst meeting

TARGET PRICE	THB24.00
CLOSE	THB19.20
UP/DOWNSIDE	+25.0%
TP vs CONSENSUS	+7.0%

Highlights

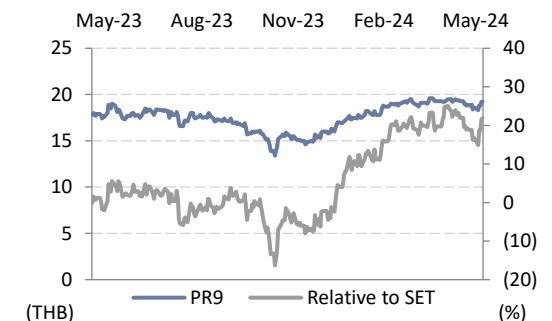
- We have a neutral tone for PR9's 1Q24 analyst meeting.
- The meeting focused on the potential new S-curve from the Middle East market premised on the new international marketing team that recently joined PR9 in May. Management expects to see the revenue contribution from international patients increase from 14% in 1Q24 to 16% by the end of this year and by 17-18% in the next two years, driven by Middle East patients. During the first phase, PR9 expects to capture patients from Oman, Qatar and the UAE, both self-pay patients and patients with a guarantee of payment (GOP) from the government.
- The EBITDA margin significantly improved from 21% in 1Q23 to 25% in 1Q24 due to higher medical service fees (from THB250 to THB350) and lower doctor fees/revenue, as revenue has exceeded the minimum guarantee for most doctors.
- Management expects marketing expenses to increase mainly for the international market by up to THB100m-150m, equivalent to 3% of total revenue (vs cTHB60 in 2023).
- Revenue should grow y-y in 2Q24. However, management expects revenue to slightly decline q-q due to seasonal effect and the high base in 1Q24.
- Management maintains the double-digit revenue growth guidance in 2024 and aims for NPM to improve from 13.3%. However, it will be pressured by higher marketing expenses.
- PR9 plans to open an international center and a genomic screening center (partnering with Siriraj and Cariva) this year.

Recommendation and outlook

- We maintain our 2024 core profit forecast of THB656m. The key upside risk is the revenue from Middle East patients in 2H24. The downside risk is higher marketing expenses which may pressure margins.
- PR9 trades at a cheap valuation of 23x 2024E P/E. We believe the risk/reward is gearing to positive to capture its new S-curve from the Middle East market.

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	4,202	4,633	4,915	5,214
Net profit	558	656	720	789
EPS (THB)	0.71	0.83	0.92	1.00
vs Consensus (%)	-	1.5	0.1	(1.7)
EBITDA	958	1,107	1,201	1,304
Recurring net profit	558	656	720	789
Core EPS (THB)	0.71	0.83	0.92	1.00
EPS growth (%)	(1.7)	17.5	9.8	9.7
Core P/E (x)	27.1	23.0	21.0	19.1
Dividend yield (%)	1.6	2.2	2.4	2.6
EV/EBITDA (x)	13.8	11.5	10.3	9.1
Price/book (x)	3.0	2.7	2.6	2.4
Net debt/Equity (%)	(37.3)	(42.7)	(46.8)	(50.7)
ROE (%)	11.4	12.4	12.6	12.9



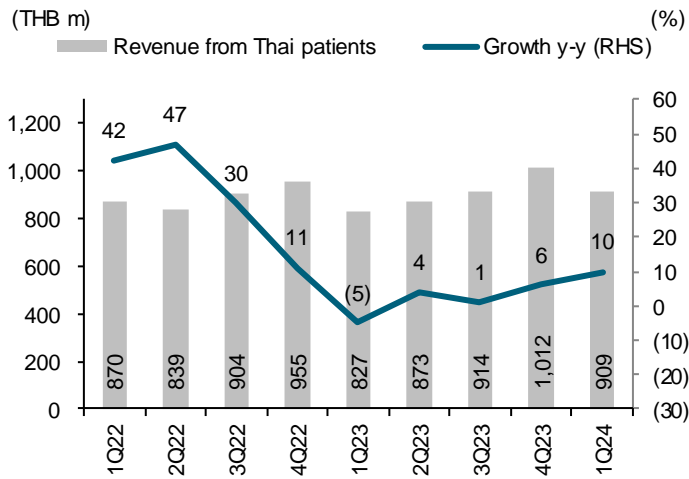
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(1.5)	2.7	7.3
Relative to country (%)	(1.8)	5.2	20.8
Mkt cap (USD m)	412		
3m avg. daily turnover (USD m)	1.0		
Free float (%)	59		
Major shareholder	Khunying Potjaman Damapong (37%)		
12m high/low (THB)	19.90/13.10		
Issued shares (m)	786.30		

Sources: Bloomberg consensus; FSSIA estimates


Teerapol Udomvej, CFA

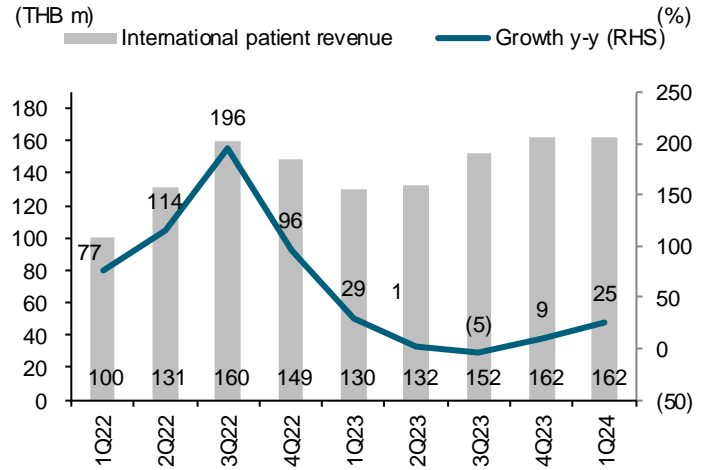
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Exhibit 1: Thai patient revenue



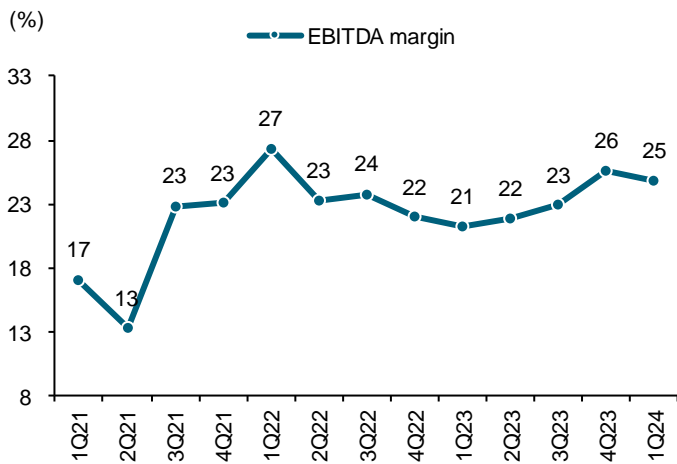
Source: PR9

Exhibit 2: International patient revenue



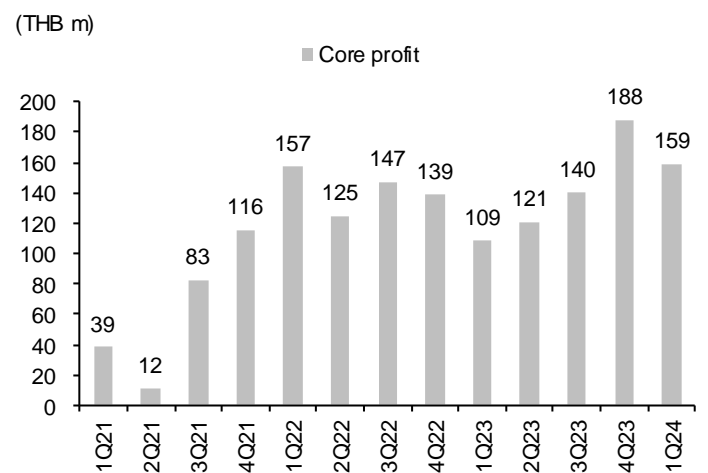
Source: PR9

Exhibit 3: EBITDA margin



Source: PR9

Exhibit 4: Core profit



Source: PR9

Financial Statements

Praram 9 Hospital

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	4,107	4,202	4,633	4,915	5,214
Cost of goods sold	(2,724)	(2,820)	(3,068)	(3,241)	(3,424)
Gross profit	1,384	1,382	1,565	1,674	1,790
Other operating income	43	51	50	50	52
Operating costs	(735)	(774)	(820)	(855)	(891)
Operating EBITDA	991	958	1,107	1,201	1,304
Depreciation	(299)	(299)	(312)	(332)	(353)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	692	659	795	869	951
Net financing costs	8	30	25	31	36
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	0	0	0	0	0
Profit before tax	700	689	820	900	987
Tax	(132)	(131)	(164)	(180)	(197)
Profit after tax	568	558	656	720	789
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	568	558	656	720	789
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	568	558	656	720	789
Per share (THB)					
Recurring EPS *	0.72	0.71	0.83	0.92	1.00
Reported EPS	0.72	0.71	0.83	0.92	1.00
DPS	0.29	0.30	0.42	0.46	0.50
Diluted shares (used to calculate per share data)	786	786	786	786	786
Growth					
Revenue (%)	37.5	2.3	10.3	6.1	6.1
Operating EBITDA (%)	67.9	(3.4)	15.5	8.5	8.6
Operating EBIT (%)	133.3	(4.7)	20.6	9.4	9.4
Recurring EPS (%)	127.8	(1.7)	17.5	9.8	9.7
Reported EPS (%)	127.8	(1.7)	17.5	9.8	9.7
Operating performance					
Gross margin inc. depreciation (%)	33.7	32.9	33.8	34.1	34.3
Gross margin exc. depreciation (%)	41.0	40.0	40.5	40.8	41.1
Operating EBITDA margin (%)	24.1	22.8	23.9	24.4	25.0
Operating EBIT margin (%)	16.8	15.7	17.2	17.7	18.2
Net margin (%)	13.8	13.3	14.2	14.6	15.1
Effective tax rate (%)	18.9	19.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	40.2	42.3	50.0	50.0	50.0
Interest cover (X)	(84.0)	(22.3)	(32.2)	(28.4)	(26.4)
Inventory days	8.1	7.2	6.7	6.8	6.8
Debtor days	20.2	23.1	22.9	21.5	20.3
Creditor days	82.5	73.9	72.3	73.5	73.5
Operating ROIC (%)	18.1	17.6	20.9	23.0	25.3
ROIC (%)	17.4	16.1	18.9	20.8	22.9
ROE (%)	12.6	11.4	12.4	12.6	12.9
ROA (%)	10.5	9.3	10.3	10.5	10.8
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
OPD patient revenue	2,383	2,491	2,746	2,913	3,091
IPD patient revenue	1,725	1,711	1,887	2,002	2,124

Sources: Praram 9 Hospital; FSSIA estimates

Financial Statements

Praram 9 Hospital

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	568	558	656	720	789
Depreciation	299	299	312	332	353
Associates & minorities	-	-	-	-	-
Other non-cash items	10	0	0	0	0
Change in working capital	(5)	(23)	54	35	37
Cash flow from operations	871	844	1,021	1,087	1,179
Capex - maintenance	(140)	(326)	(330)	(350)	(371)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	(150)	(100)	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(290)	(426)	(330)	(350)	(371)
Dividends paid	(110)	(234)	(236)	(328)	(360)
Equity finance	0	0	0	0	0
Debt finance	2	1	0	0	0
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(108)	(233)	(236)	(328)	(360)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	473	184	456	409	448
Free cash flow to firm (FCFF)	581.44	418.17	691.50	736.80	808.12
Free cash flow to equity (FCFE)	582.47	418.73	691.50	736.80	808.12

Per share (THB)	2022	2023	2024E	2025E	2026E
FCFF per share	0.74	0.53	0.88	0.94	1.03
FCFE per share	0.74	0.53	0.88	0.94	1.03
Recurring cash flow per share	1.11	1.10	1.23	1.34	1.45

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	5,638	5,898	6,228	6,578	6,949
Less: Accumulated depreciation	(2,322)	(2,556)	(2,867)	(3,199)	(3,552)
Tangible fixed assets (net)	3,315	3,343	3,361	3,379	3,397
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	154	254	254	254	254
Cash & equivalents	1,717	1,901	2,357	2,766	3,214
A/C receivable	243	290	290	290	290
Inventories	51	48	53	56	59
Other current assets	12	12	13	14	15
Current assets	2,023	2,251	2,713	3,125	3,578
Other assets	65	62	62	62	62
Total assets	5,558	5,910	6,389	6,820	7,290
Common equity	4,735	5,080	5,499	5,892	6,321
Minorities etc.	0	0	0	0	0
Total shareholders' equity	4,735	5,080	5,499	5,892	6,321
Long term debt	8	9	9	9	9
Other long-term liabilities	209	195	195	195	195
Long-term liabilities	217	204	204	204	204
A/C payable	499	522	570	602	635
Short term debt	0	0	0	0	0
Other current liabilities	106	105	115	122	130
Current liabilities	606	626	686	724	765
Total liabilities and shareholders' equity	5,558	5,910	6,389	6,820	7,290
Net working capital	(299)	(276)	(330)	(365)	(402)
Invested capital	3,235	3,382	3,347	3,330	3,311

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

Per share (THB)	2022	2023	2024E	2025E	2026E
Book value per share	6.02	6.46	6.99	7.49	8.04
Tangible book value per share	6.02	6.46	6.99	7.49	8.04

Financial strength	2022	2023	2024E	2025E	2026E
Net debt/equity (%)	(36.1)	(37.3)	(42.7)	(46.8)	(50.7)
Net debt/total assets (%)	(30.8)	(32.0)	(36.8)	(40.4)	(44.0)
Current ratio (x)	3.3	3.6	4.0	4.3	4.7
CF interest cover (x)	(69.7)	(13.2)	(27.0)	(23.0)	(21.5)

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	26.6	27.1	23.0	21.0	19.1
Recurring P/E @ target price (x) *	33.2	33.8	28.8	26.2	23.9
Reported P/E (x)	26.6	27.1	23.0	21.0	19.1
Dividend yield (%)	1.5	1.6	2.2	2.4	2.6
Price/book (x)	3.2	3.0	2.7	2.6	2.4
Price/tangible book (x)	3.2	3.0	2.7	2.6	2.4
EV/EBITDA (x) **	13.5	13.8	11.5	10.3	9.1
EV/EBITDA @ target price (x) **	17.3	17.7	14.9	13.4	12.0
EV/invested capital (x)	4.1	3.9	3.8	3.7	3.6

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

Sources: Praram 9 Hospital; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																			
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for 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 (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	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 Sustainability	The Sustainability's 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+									
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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

ANALYST(S) CERTIFICATION

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

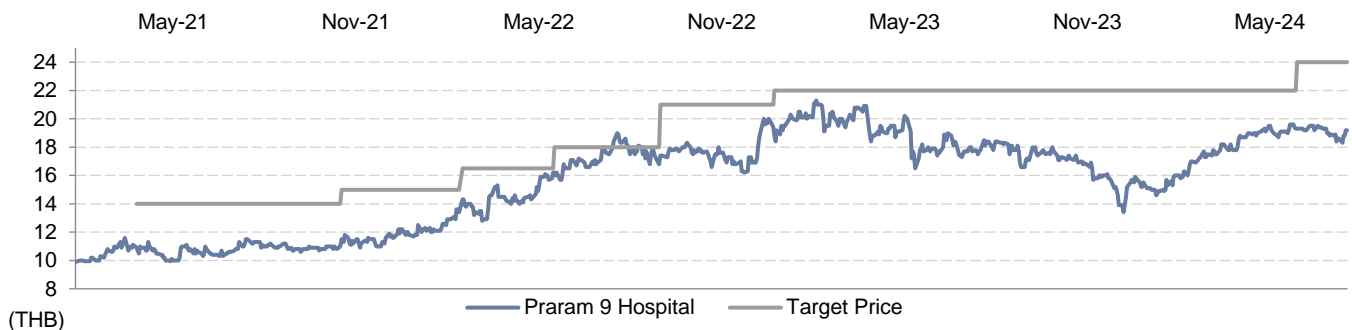
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History of change in investment rating and/or target price

Praram 9 Hospital (PR9 TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
16-Jul-2021	BUY	14.00	12-Jul-2022	BUY	18.00	10-Apr-2024	BUY	24.00
10-Jan-2022	BUY	15.00	11-Oct-2022	BUY	21.00			
22-Apr-2022	BUY	16.50	17-Jan-2023	BUY	22.00			

Teerapol Udomvej, CFA started covering this stock from 30-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Praram 9 Hospital	PR9 TB	THB 19.20	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.

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 24-May-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.