

## BANGKOK DUSIT MEDICAL SERVICES

THAILAND / HEALTH CARE SERVICES

BDMS TB

BUY

UNCHANGED

TARGET PRICE	THB35.00
CLOSE	THB26.50
UP/DOWNSIDE	+32.1%
PRIOR TP	THB35.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+0.4%

## Moderate growth in low season

- Expect 2Q24 core profit to grow by 6% y-y to THB3.25b, slower growth than 1Q24 due to a low season and high base.
- The revenue growth trend picked up in June and should accelerate in 2H24. The 2024 revenue growth target of 10-12% is still valid.
- Maintain BUY with a DCF-based TP of TH35.0/shr.

## 2Q24 revenue growth driven by international patients

We expect 2Q24 revenue to grow by 7% y-y. International patient revenue should jump by 13-15% y-y, driven by patients from China, the Middle East and Europe. However, we expect CLMV revenue to be relatively flat y-y due to a high base and political tension in Myanmar. Meanwhile, Thai patient revenue should grow by 3-4% y-y, down from 10% y-y in 1Q24 due to a low season and high base effect. We estimate the 2Q24 EBITDA margin to shrink to 22.3% (vs 22.6% in 2Q23), leading the core profit to grow by 6% y-y to THB3.25b in 2Q24.

## Revenue to grow by 10% in 2024

Our 2Q24 forecast implies a 9% y-y revenue growth in 1H24. We believe revenue growth in 2H24 would accelerate to 11-12% y-y from a high healthcare season in 3Q24. Also, BDMS has seen the revenue trend picking up since June. This would lead the 2024 revenue to hit the management target of 10-12%. Overall, we maintain our forecast and expect the core profit to grow by 14% to THB16.4b.

## Positive feedback from a site visit in Sriracha

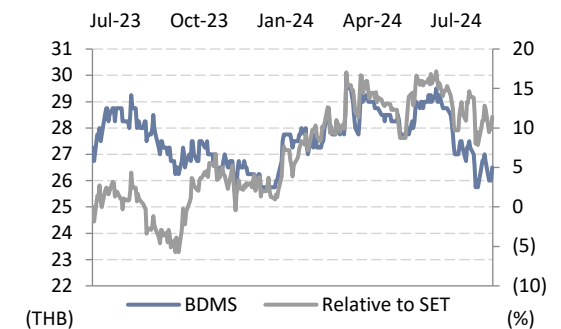
BDMS hosted a site visit on 1 July at Samitivej Sriracha (SSH) and Phyathai Sriracha 1&2 (PTS). We have positive feedback from the potential growth of the hospitals in the eastern region, led by the EEC project. Chonburi had a population of 1.6m in 2023 and a non-registered population of 2.3m, with SSO-registered members of 521k in 2024E. The two hospitals reported a THB6.1b combined revenue in 2023 (6% of BDMS' total revenue). SSH targets revenue to grow by 11% in 2024, while PTS aims to increase revenue from THB3.2b in 2023 to THB5.0b in 2024 with SSO registered members from 211k (41% market share in Chonburi) currently to 500k in 2024.

## An attractive valuation

We maintain our forecast and our 2024 DCF-TP of THB35.0/shr. BDMS is trading at an attractive valuation of 26x 2024E P/E, lower than its five-year average of 31x. Although 2Q24 earnings may not turn market attention to the stock, we suggest investors look past it and focus on 3Q24 core profit, which has a high potential to hit a new record high.

## KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	102,110	112,311	121,304	131,022
Net profit	14,375	16,413	17,928	19,652
EPS (THB)	0.90	1.03	1.13	1.24
vs Consensus (%)	-	3.5	4.3	2.8
EBITDA	24,740	27,717	30,179	32,859
Recurring net profit	14,375	16,413	17,928	19,652
Core EPS (THB)	0.90	1.03	1.13	1.24
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	14.0	14.2	9.2	9.6
Core P/E (x)	29.3	25.7	23.5	21.4
Dividend yield (%)	2.5	2.6	2.7	3.0
EV/EBITDA (x)	17.5	15.6	14.2	12.8
Price/book (x)	4.4	4.2	3.9	3.7
Net debt/Equity (%)	8.8	6.2	1.1	(3.9)
ROE (%)	15.5	16.8	17.3	17.8



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(2.8)	(6.2)	(3.6)
Relative to country (%)	0.0	(0.9)	12.2
Mkt cap (USD m)	11,493		
3m avg. daily turnover (USD m)	29.5		
Free float (%)	70		
Major shareholder	Prasert Prasarttong-Osoth (13%)		
12m high/low (THB)	30.00/25.00		
Issued shares (m)	15,892.00		

Sources: Bloomberg consensus; FSSIA estimates



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### Investment thesis

BDMS has aggressively expanded its hospital network from 10 in 2004 to 59 currently. The company had a high capex level, averaging 17% of revenue over 2013-19. It is now at the tail end of its capex cycle as it has already achieved its target of 50 hospitals.

BDMS plans to focus on organic growth. We expect the EBITDA margin to be maintained at a high level of 24-25% over 2023-25 (vs 22% in 2019), led by a higher utilization rate, its Centre of Excellence (CoE) project, and the turnaround of loss-making hospitals.

BDMS has a healthy balance sheet with 2023 net D/E at only 0.1x. FCFF should accelerate, based on our estimates, and this would provide an upside to its dividend payouts.

### Company profile

BDMS is the largest healthcare provider in terms of market capital in Thailand. It operates 59 hospitals under six brands.

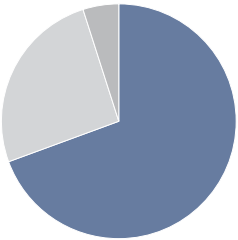
[www.bangkokhospital.com](http://www.bangkokhospital.com)

### Principal activities (revenue, 2023)

■ Thai patient revenue - 69.4 %

■ International patient revenue - 25.7 %

■ Other revenue - 4.9 %



Source: Bangkok Dusit Medical Services

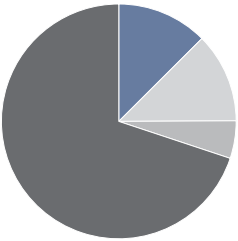
### Major shareholders

■ Prasert Prasarttong-Osoth - 12.5 %

■ Thai NVDR - 12.4 %

■ Poramaporn Prasarttong-Osoth - 5.2 %

■ Others - 69.9 %



Source: Bangkok Dusit Medical Services

### Catalysts

Key potential growth drivers include 1) higher insurance patient revenue; 2) higher demand from medical tourists; and 3) a higher EBITDA margin led by CoE hospitals.

### Risks to our call

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.

### Event calendar

Date	Event
Aug 2024	2Q24 results announcement

### Key assumptions

	2024E	2025E	2026E
	(%)	(%)	(%)
No. of hospitals (no.)	61	63	66
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

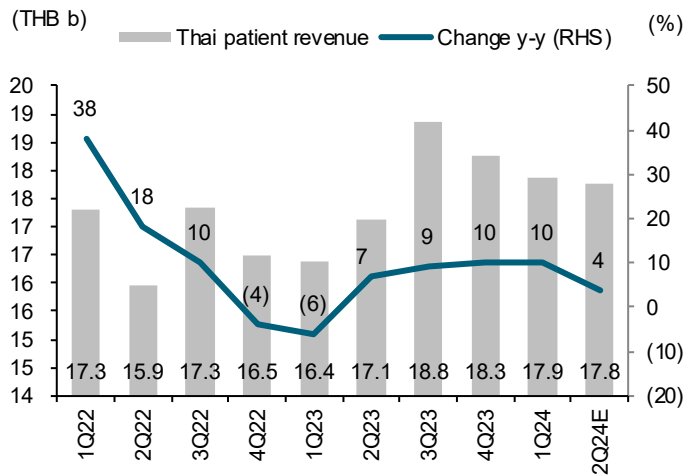
- For every 1% increase in patient volume, we project 2024 earnings to rise by 2%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project 2024 earnings to rise by 6%, and vice versa, all else being equal.

Source: FSSIA estimates

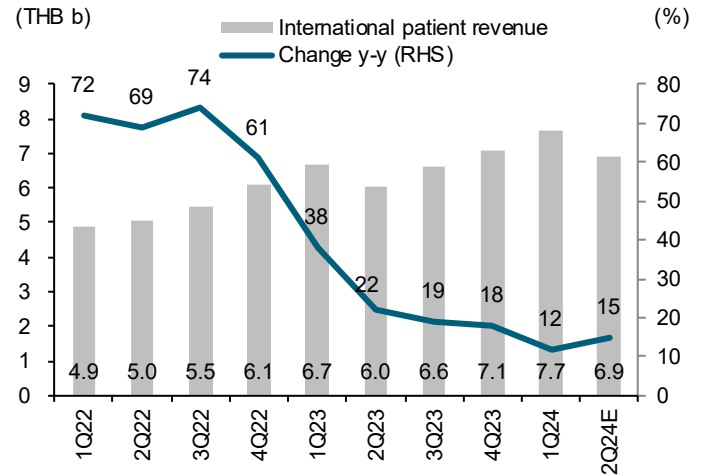
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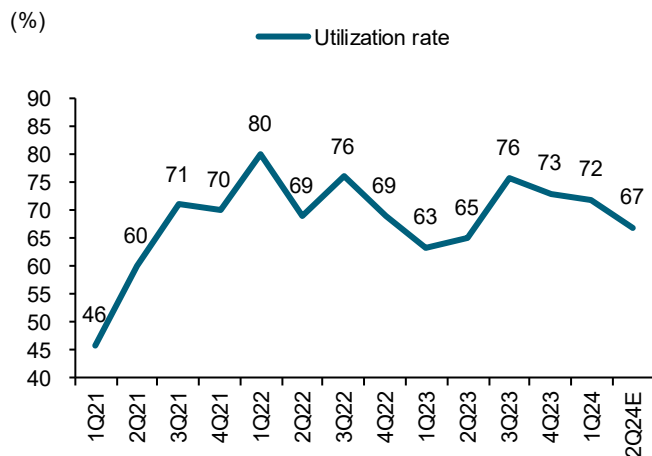
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**Exhibit 1: Thai patient revenue, quarterly**

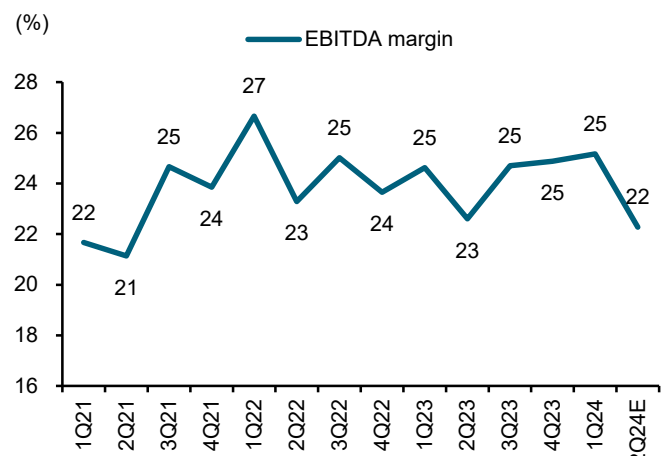
Sources: BDMS; FSSIA estimates

**Exhibit 2: International patient revenue, quarterly**

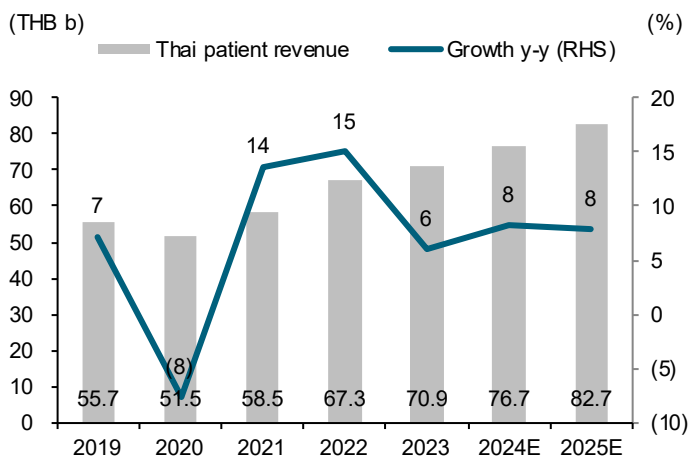
Sources: BDMS; FSSIA estimates

**Exhibit 3: Utilization rate**

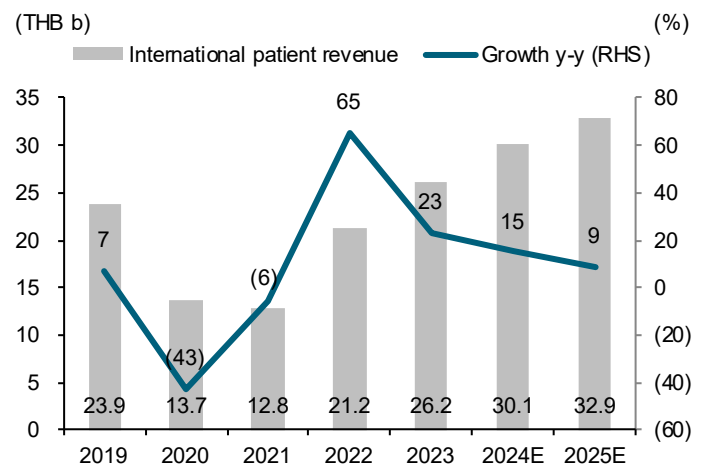
Source: BDMS; FSSIA estimates

**Exhibit 4: EBITDA margin trend, quarterly**

Sources: BDMS; FSSIA estimates

**Exhibit 5: Thai patient revenue forecast**

Note: Includes Covid-related revenue of THB10.1b in 2021 and THB9.0b in 2022  
 Sources: BDMS; FSSIA estimates

**Exhibit 6: International patient revenue forecast**

Sources: BDMS; FSSIA estimates

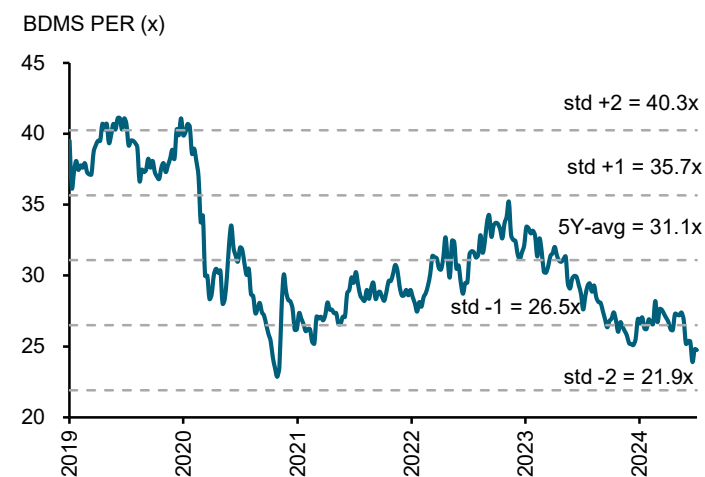
## Exhibit 7: BDMS – 2Q24 results preview

	2Q23	3Q23	4Q23	1Q24	2Q24E	Change		2023	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales	24,372	26,699	26,726	26,930	25,958	(4)	7	102,110	112,311	10
- Hospital revenue	23,141	25,473	25,379	25,526	24,677	(3)	7	97,077	106,875	10
- Other revenue	1,232	1,227	1,346	1,404	1,281	(9)	4	5,034	5,436	8
COGS (incl depreciation)	(15,432)	(16,469)	(16,389)	(16,736)	(16,584)	(1)	7	(63,412)	(69,333)	9
<b>Gross profit</b>	<b>8,940</b>	<b>10,230</b>	<b>10,337</b>	<b>10,194</b>	<b>9,373</b>	<b>(8)</b>	<b>5</b>	<b>38,698</b>	<b>42,979</b>	<b>11</b>
SG&A	(4,876)	(5,106)	(5,191)	(4,893)	(5,096)	4	4	(19,806)	(21,504)	9
<b>Operating profit<sup>1)</sup></b>	<b>4,064</b>	<b>5,124</b>	<b>5,146</b>	<b>5,301</b>	<b>4,278</b>	<b>(19)</b>	<b>5</b>	<b>18,892</b>	<b>21,475</b>	<b>14</b>
Net other income	5	7	19	9	9	0	67	43	48	10
Interest income	48	48	52	48	46	(5)	(4)	173	110	(37)
Interest expense	(134)	(122)	(126)	(113)	(113)	0	(16)	(547)	(501)	(8)
<b>Pretax profit</b>	<b>3,983</b>	<b>5,057</b>	<b>5,091</b>	<b>5,246</b>	<b>4,220</b>	<b>(20)</b>	<b>6</b>	<b>18,563</b>	<b>21,131</b>	<b>14</b>
Income Tax	(812)	(1,025)	(1,038)	(1,042)	(844)	(19)	4	(3,755)	(4,226)	13
Associates	13	21	22	13	10	(20)	(19)	89	98	10
Minority interest	(120)	(163)	(123)	(143)	(132)	(8)	10	(522)	(590)	13
<b>Core profit</b>	<b>3,063</b>	<b>3,890</b>	<b>3,952</b>	<b>4,074</b>	<b>3,254</b>	<b>(20)</b>	<b>6</b>	<b>14,375</b>	<b>16,413</b>	<b>14</b>
Extraordinaries, GW & FX								0	0	
<b>Reported net profit</b>	<b>3,063</b>	<b>3,890</b>	<b>3,952</b>	<b>4,074</b>	<b>3,254</b>	<b>(20)</b>	<b>6</b>	<b>14,375</b>	<b>16,413</b>	<b>14</b>
Outstanding shares (m)	15,892	15,892	15,892	15,892	15,892	0	0	15,892	15,892	0
<b>Core EPS (THB)</b>	<b>0.19</b>	<b>0.24</b>	<b>0.25</b>	<b>0.26</b>	<b>0.20</b>	<b>(20)</b>	<b>6</b>	<b>0.90</b>	<b>1.03</b>	<b>14</b>
<b>EPS (THB)</b>	<b>0.19</b>	<b>0.24</b>	<b>0.25</b>	<b>0.26</b>	<b>0.20</b>	<b>(20)</b>	<b>6</b>	<b>0.90</b>	<b>1.03</b>	<b>14</b>
COGS (excl depreciation)	13,986	14,999	14,886	15,259	15,078	(1)	8	57,564	63,090	10
Depreciation	1,446	1,470	1,503	1,477	1,506	2	4	5,848	6,243	7
EBITDA <sup>2)</sup>	5,510	6,594	6,649	6,778	5,784	(15)	5	24,740	27,717	12
<b>Key ratios</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin	36.7	38.3	38.7	37.9	36.1	(2)	(1)	38	38	0
SG&A/Revenue	20.0	19.1	19.4	18.2	19.6	1	(0)	19	19	(0)
EBITDA margin	22.6	24.7	24.9	25.2	22.3	(3)	(0)	24	25	0
Net profit margin	13	15	15	15	13	(3)	(0)	14	15	1
<b>Operating stats</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>						
OPD revenue growth y-y	10	14	10	12						
OPD volume growth y-y	0	0								
OPD revenue per head growth y-y	10	14								
IPD revenue growth y-y	10	9	15	9						
IPD volume growth y-y	60	20								
IPD revenue per head growth y-y	(31)	(9)								
Thai revenue growth y-y	7	9	10	10						
International revenue growth y-y	22	19	18	12						

Note: 1) Gross profit calculated by revenue – COGS including depreciation; 2) EBITDA calculated by operating profit + operating income – depreciation

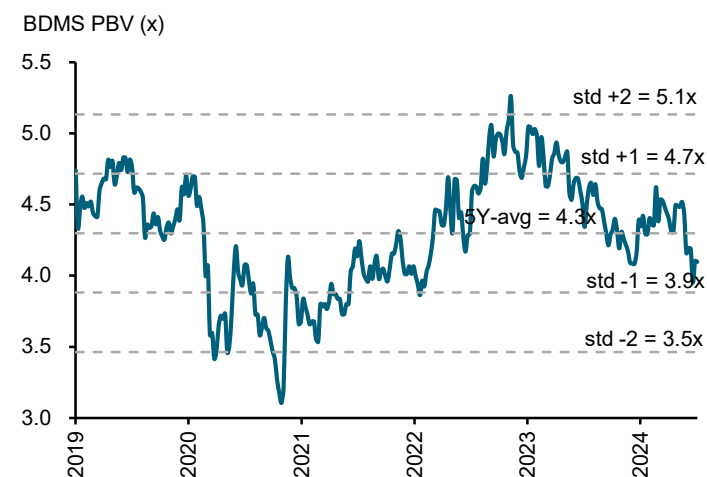
Sources: BDMS; FSSIA estimates

## Exhibit 8: One-year prospective P/E band



Sources: Bloomberg; FSSIA estimates

## Exhibit 9: One-year prospective P/BV band



Sources: Bloomberg; FSSIA estimates

## Exhibit 10: Peer comparisons as of 4 Jul 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	26.50	35.00	32.1	11,493	25.7	23.5	16.8	17.3	4.2	3.9	15.6	14.2
Bumrungrad Hospital	BH TB	BUY	246.00	310.00	26.0	5,337	25.1	23.7	30.1	27.7	7.0	6.2	16.9	15.6
Bangkok Chain Hospital	BCH TB	BUY	17.20	25.00	45.3	1,171	24.4	21.2	13.5	14.5	3.2	3.0	13.0	11.3
Chularat Hospital	CHG TB	BUY	2.46	3.90	58.5	738	20.8	18.2	16.7	17.7	3.4	3.1	12.1	10.6
Patrasnit Healthcare Group	PHG TB	BUY	16.20	21.00	29.6	133	16.0	14.5	14.9	15.3	2.3	2.1	8.6	7.6
Praram 9 Hospital	PR9 TB	BUY	17.80	24.00	34.8	382	21.3	19.4	12.4	12.6	2.5	2.4	10.5	9.4
Thonburi Healthcare Group	THG TB	HOLD	30.00	40.00	33.3	694	50.8	31.7	4.9	7.6	2.5	2.4	17.4	14.4
Ramkhamhaeng Hospital	RAM TB	BUY	30.25	44.00	45.5	991	21.7	18.4	8.9	10.0	1.9	1.8	25.6	20.4
Rajthanee Hospital	RJH TB	n/a	24.80	n/a	n/a	201	17.4	17.9	19.3	18.2	4.9	3.5	11.8	11.6
Ekachai Medical Care	EKH TB	n/a	6.85	n/a	n/a	143	16.9	16.5	13.8	13.9	5.1	2.3	9.6	9.1
Thailand average						21,283	24.0	20.5	15.1	15.5	3.7	3.1	14.1	12.4
Regional														
Ramsay Health Care	RHC AU	n/a	47.03	n/a	n/a	7,268	35.3	25.0	7.7	9.0	2.6	2.2	10.3	9.4
Ihh Healthcare Bhd	IHH SP	n/a	1.81	n/a	n/a	11,807	31.7	28.2	6.2	6.5	2.4	1.8	13.3	12.8
Ryman Healthcare	RYM NZ	n/a	3.40	n/a	n/a	1,435	8.5	8.4	7.0	7.8	0.8	0.5	13.7	17.7
Apollo Hospitals Enterprise	APHS IN	n/a	6,225	n/a	n/a	10,767	96.9	60.7	14.1	19.2	24.7	12.9	39.2	29.9
Kpj Healthcare Berhad	KPJ MK	n/a	1.94	n/a	n/a	1,790	28.8	25.4	11.9	12.3	4.3	3.3	13.8	12.9
Raffles Medical Group	RFMD SP	n/a	1.01	n/a	n/a	1,401	26.2	23.7	7.1	7.4	2.2	1.8	12.3	11.5
Mitra Keluarga Karyasehat	MIKA IJ	n/a	2,940	n/a	n/a	2,604	37.3	33.2	18.6	19.1	8.7	6.5	23.4	20.7
Aier Eye Hospital Group	300015 CH	n/a	10.02	n/a	n/a	12,987	22.9	18.7	18.9	19.6	10.8	4.1	13.6	11.4
Regional average						50,058	36.0	27.9	11.4	12.6	7.1	4.1	17.4	15.8
Overall average						71,341	29.3	23.8	13.5	14.2	5.2	3.5	15.6	13.9

Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Bangkok Dusit Medical Services

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	92,968	102,110	112,311	121,304	131,022
Cost of goods sold	(58,329)	(63,412)	(69,333)	(74,787)	(80,610)
<b>Gross profit</b>	<b>34,638</b>	<b>38,698</b>	<b>42,979</b>	<b>46,518</b>	<b>50,413</b>
Other operating income	-	-	-	-	-
Operating costs	(17,655)	(19,806)	(21,504)	(23,104)	(24,824)
<b>Operating EBITDA</b>	<b>22,933</b>	<b>24,740</b>	<b>27,717</b>	<b>30,179</b>	<b>32,859</b>
Depreciation	(5,950)	(5,848)	(6,243)	(6,766)	(7,271)
Goodwill amortisation	-	-	-	-	-
<b>Operating EBIT</b>	<b>16,984</b>	<b>18,892</b>	<b>21,475</b>	<b>23,413</b>	<b>25,588</b>
Net financing costs	(552)	(373)	(391)	(358)	(288)
Associates	42	89	98	108	119
Recurring non-operating income	50	133	146	161	177
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>16,481</b>	<b>18,652</b>	<b>21,230</b>	<b>23,216</b>	<b>25,477</b>
Tax	(3,227)	(3,755)	(4,226)	(4,622)	(5,072)
<b>Profit after tax</b>	<b>13,254</b>	<b>14,897</b>	<b>17,003</b>	<b>18,595</b>	<b>20,406</b>
Minority interests	(648)	(522)	(590)	(667)	(753)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>12,606</b>	<b>14,375</b>	<b>16,413</b>	<b>17,928</b>	<b>19,652</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>12,606</b>	<b>14,375</b>	<b>16,413</b>	<b>17,928</b>	<b>19,652</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.79	0.90	1.03	1.13	1.24
Reported EPS	0.79	0.90	1.03	1.13	1.24
DPS	0.50	0.65	0.70	0.72	0.79
Diluted shares (used to calculate per share data)	15,892	15,892	15,892	15,892	15,892
<b>Growth</b>					
Revenue (%)	23.1	9.8	10.0	8.0	8.0
Operating EBITDA (%)	32.2	7.9	12.0	8.9	8.9
Operating EBIT (%)	54.1	11.2	13.7	9.0	9.3
Recurring EPS (%)	63.0	14.0	14.2	9.2	9.6
Reported EPS (%)	58.8	14.0	14.2	9.2	9.6
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	37.3	37.9	38.3	38.3	38.5
Gross margin exc. depreciation (%)	43.7	43.6	43.8	43.9	44.0
Operating EBITDA margin (%)	24.7	24.2	24.7	24.9	25.1
Operating EBIT margin (%)	18.3	18.5	19.1	19.3	19.5
Net margin (%)	13.6	14.1	14.6	14.8	15.0
Effective tax rate (%)	19.6	20.2	20.0	20.0	20.0
Dividend payout on recurring profit (%)	63.0	71.9	67.8	64.1	63.9
Interest cover (X)	30.8	51.0	55.3	65.9	89.5
Inventory days	14.7	14.7	14.7	14.8	14.8
Debtor days	38.5	39.4	37.6	34.8	32.2
Creditor days	39.1	41.5	41.8	42.2	42.2
Operating ROIC (%)	15.8	16.1	17.5	18.6	19.9
ROIC (%)	12.7	13.1	14.4	15.3	16.5
ROE (%)	14.5	15.5	16.8	17.3	17.8
ROA (%)	10.1	10.7	11.8	12.2	12.7

\* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Thai patient revenue	67,286	70,866	76,733	82,741	89,217
International patient revenue	21,248	26,211	30,142	32,855	35,812
Other revenue	4,433	5,034	5,436	5,708	5,993

Sources: Bangkok Dusit Medical Services; FSSIA estimates

## Financial Statements

### Bangkok Dusit Medical Services

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	12,606	14,375	16,413	17,928	19,652
Depreciation	5,950	5,848	6,243	6,766	7,271
Associates & minorities	-	-	-	-	-
Other non-cash items	1,275	1,203	590	667	753
Change in working capital	720	161	1,291	1,142	1,234
<b>Cash flow from operations</b>	<b>20,551</b>	<b>21,588</b>	<b>24,537</b>	<b>26,503</b>	<b>28,910</b>
Capex - maintenance	(14,953)	(11,612)	(11,231)	(9,704)	(10,482)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	(386)	(290)	0	0	0
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(15,340)</b>	<b>(11,902)</b>	<b>(11,231)</b>	<b>(9,704)</b>	<b>(10,482)</b>
Dividends paid	(7,943)	(10,343)	(11,124)	(11,489)	(12,550)
Equity finance	0	0	0	0	0
Debt finance	4,764	(5,460)	(500)	(500)	(500)
Other financing cash flows	299	612	0	0	0
<b>Cash flow from financing</b>	<b>(2,880)</b>	<b>(15,190)</b>	<b>(11,624)</b>	<b>(11,989)</b>	<b>(13,050)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>2,330</b>	<b>(5,505)</b>	<b>1,681</b>	<b>4,810</b>	<b>5,379</b>
Free cash flow to firm (FCFF)	5,842.84	10,232.29	13,806.49	17,285.67	18,901.18
Free cash flow to equity (FCFE)	10,273.66	4,838.23	12,805.74	16,298.92	17,928.43
<b>Per share (THB)</b>					
FCFF per share	0.37	0.64	0.87	1.09	1.19
FCFE per share	0.65	0.30	0.81	1.03	1.13
Recurring cash flow per share	1.25	1.35	1.46	1.60	1.74
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	155,412	165,315	176,546	186,250	196,732
Less: Accumulated depreciation	(63,503)	(67,642)	(73,884)	(80,650)	(87,921)
<b>Tangible fixed assets (net)</b>	<b>91,909</b>	<b>97,673</b>	<b>102,662</b>	<b>105,600</b>	<b>108,811</b>
<b>Intangible fixed assets (net)</b>	<b>19,160</b>	<b>19,376</b>	<b>19,376</b>	<b>19,376</b>	<b>19,376</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	1,986	2,276	2,276	2,276	2,276
Cash & equivalents	14,972	9,467	11,148	15,958	21,337
A/C receivable	10,484	11,558	11,558	11,558	11,558
Inventories	2,211	2,420	2,652	2,859	3,083
Other current assets	132	101	111	120	130
<b>Current assets</b>	<b>27,799</b>	<b>23,545</b>	<b>25,469</b>	<b>30,495</b>	<b>36,107</b>
Other assets	689	726	726	726	726
<b>Total assets</b>	<b>141,543</b>	<b>143,596</b>	<b>150,508</b>	<b>158,472</b>	<b>167,295</b>
Common equity	89,879	95,242	100,531	106,970	114,072
Minorities etc.	3,834	3,630	4,220	4,887	5,641
<b>Total shareholders' equity</b>	<b>93,713</b>	<b>98,872</b>	<b>104,752</b>	<b>111,857</b>	<b>119,713</b>
Long term debt	23,062	18,134	17,634	17,134	16,634
Other long-term liabilities	10,032	10,973	10,973	10,973	10,973
<b>Long-term liabilities</b>	<b>33,094</b>	<b>29,107</b>	<b>28,607</b>	<b>28,107</b>	<b>27,607</b>
A/C payable	6,176	6,901	7,564	8,155	8,792
Short term debt	532	0	0	0	0
Other current liabilities	8,028	8,715	9,586	10,353	11,183
<b>Current liabilities</b>	<b>14,736</b>	<b>15,616</b>	<b>17,149</b>	<b>18,508</b>	<b>19,975</b>
<b>Total liabilities and shareholders' equity</b>	<b>141,543</b>	<b>143,596</b>	<b>150,508</b>	<b>158,472</b>	<b>167,295</b>
Net working capital	(1,377)	(1,538)	(2,828)	(3,971)	(5,205)
Invested capital	112,367	118,513	122,211	124,006	125,984
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	5.66	5.99	6.33	6.73	7.18
Tangible book value per share	4.45	4.77	5.11	5.51	5.96
<b>Financial strength</b>					
Net debt/equity (%)	9.2	8.8	6.2	1.1	(3.9)
Net debt/total assets (%)	6.1	6.0	4.3	0.7	(2.8)
Current ratio (x)	1.9	1.5	1.5	1.6	1.8
CF interest cover (x)	19.6	14.0	33.7	46.6	63.3
Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>33.4</b>	<b>29.3</b>	<b>25.7</b>	<b>23.5</b>	<b>21.4</b>
<b>Recurring P/E @ target price (x) *</b>	<b>44.1</b>	<b>38.7</b>	<b>33.9</b>	<b>31.0</b>	<b>28.3</b>
Reported P/E (x)	33.4	29.3	25.7	23.5	21.4
Dividend yield (%)	1.9	2.5	2.6	2.7	3.0
Price/book (x)	4.7	4.4	4.2	3.9	3.7
Price/tangible book (x)	6.0	5.6	5.2	4.8	4.4
EV/EBITDA (x) **	18.9	17.5	15.6	14.2	12.8
EV/EBITDA @ target price (x) **	24.8	23.0	20.5	18.6	17.0
EV/invested capital (x)	3.9	3.7	3.5	3.4	3.4
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: Bangkok Dusit Medical Services; FSSIA estimates



# Bangkok Dusit Medical Serv (BDMS TB)

FSSIA ESG rating

★★★★

Exhibit 11: FSSIA ESG score implication

74.00 /100

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 12: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings						Bloomberg	
	ESG score	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 13: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	1.08	1.05	2.21	2.76	3.74	3.77	3.76	3.45
BESG environmental pillar score	0.00	0.00	2.04	4.49	4.17	3.84	3.24	2.25
BESG social pillar score	0.14	0.14	1.24	1.48	3.40	3.53	3.54	3.59
BESG governance pillar score	4.56	4.40	4.37	4.19	4.03	4.13	4.51	4.12
ESG disclosure score	32.33	32.33	46.90	47.34	57.35	57.69	58.34	58.92
Environmental disclosure score	0.00	0.00	22.74	24.07	52.31	52.31	54.27	56.00
Social disclosure score	13.21	13.21	34.22	34.22	36.03	37.06	37.06	37.06
Governance disclosure score	83.59	83.59	83.59	83.59	83.59	83.59	83.59	83.59
Environmental								
Emissions reduction initiatives	No	No	No	No	No	No	No	No
Climate change policy	No	No	No	No	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	No	No
GHG scope 1	—	—	3	4	9	35	9	34
GHG scope 2 location-based	—	—	91	92	98	94	96	209
GHG Scope 3	—	—	—	—	—	—	—	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	No	No	No	No
Energy efficiency policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	—	143	145	152	147	194	497
Renewable energy use	—	—	—	—	—	—	—	5
Electricity used	—	—	143	145	152	147	192	417
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation



**Exhibit 14: ESG score by Bloomberg (cont.)**

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	No	No	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	—	1	2	2	2	3	5
Total waste	—	—	6	7	7	5	9	13
Waste recycled	—	—	0	1	1	0	1	2
Waste sent to landfills	—	—	—	—	—	—	3	5
Environmental supply chain management	No	No	No	No	Yes	Yes	Yes	Yes
Water policy	No	No	No	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	354	358	388	332	472	754
<b>Social</b>								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	No	No	No	No	No	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No	Yes	Yes	Yes	Yes
Consumer data protection policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	—	—	82	82	82	82	83	83
Pct disabled in workforce	—	—	—	—	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	0	0	0	0	0	1
Total recordable incident rate - employees	—	—	2	2	2	1	1	1
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	33,456	36,989	37,505	38,803	40,298	36,254	36,344	40,495
Employee turnover pct	—	—	18	19	19	17	16	20
Total hours spent by firm - employee training	568,960	588,890	795,330	547,592	784,625	476,816	437,209	1,417,320
Social supply chain management	No	No	No	No	Yes	Yes	Yes	Yes
<b>Governance</b>								
Board size	15	14	13	14	14	16	18	17
No. of independent directors (ID)	7	6	6	6	6	7	7	7
No. of women on board	2	1	1	1	1	2	2	2
No. of non-executive directors on board	9	7	6	8	9	9	9	9
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	13	13	14	12	13	12	12	12
Board meeting attendance pct	95	94	98	97	98	98	97	100
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	45	42	43	44	45	46	47	48
Age of the oldest director	83	84	85	86	87	88	89	90
No. of executives / company managers	4	5	5	5	6	7	5	5
No. of female executives	1	1	1	2	1	2	2	2
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	10	9	10	7	10	6	6	6
Audit meeting attendance %	100	100	100	100	97	100	100	100
Size of compensation committee	4	4	4	4	4	3	3	3
No. of ID on compensation committee	3	3	3	2	2	2	2	2
No. of compensation committee meetings	3	1	4	4	3	4	4	3
Compensation meeting attendance %	100	100	100	100	100	100	100	100
Size of nomination committee	4	4	4	4	4	3	3	3
No. of nomination committee meetings	3	1	4	4	3	4	4	3
Nomination meeting attendance %	100	100	100	100	100	100	100	100
<b>Sustainability governance</b>								
Verification type	No	No	No	No	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) 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 ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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 <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> 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.																				
<b>CG Score</b> 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%).																				
<b>AGM level</b> 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&amp;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.																				
<a href="#">Thai CAC</a> 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.																				
<a href="#">Morningstar Sustainability</a>	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 &amp; 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><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></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+																		
<a href="#">ESG Book</a>	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.																				
<a href="#">MSCI</a>	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><tr><td><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></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><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks																			
<a href="#">Moody's ESG solutions</a>	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.																					
<a href="#">Refinitiv ESG rating</a>	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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
<a href="#">S&amp;P Global</a>	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

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.

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Company	Ticker	Price	Rating	Valuation & Risks
Bangkok Dusit Medical Services	BDMS TB	THB 26.50	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 17.20	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.
Chularat Hospital	CHG TB	THB 2.46	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.
Patangsit Healthcare Group	PHG TB	THB 16.20	BUY	Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic slowdown; 2) regulatory risks from drug price and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.
Praram 9 Hospital	PR9 TB	THB 17.80	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 30.00	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 30.25	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 04-Jul-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.