EQUITY RESEARCH - RESULTS FLASH

SAFE FERTILITY GROUP



THAILAND / HEALTH CARE SERVICES



THB25.00

2Q24 results at first glance

CLOSE THB14.30
UP/DOWNSIDE +74.8%
TP vs CONSENSUS +9.3%

TARGET PRICE

กำไรสุทธิ 2Q24 ต่ำกว่าเราคาด 11% จากรายได้และ margin ที่ต่ำกว่าคาด Highlights

SAFE รายงานกำไรสุทธิ 2Q24 ที่ 46 ล้านบาท ลดลง -31% q-q จากปัจจัย ถูดูกาลเนื่องจาก 1Q24 มีคนไข้มารักษาเป็นจำนวนมากเพราะต้องการมีบุตรใน ปีมังกร และ -11% y-y ต่ำกว่าเราคาด 11% จากรายได้ค่าบริการตรวจ พันธุกรรมตัวอ่อนและโครโมโซมและอัตรากำไรขั้นตันที่ต่ำกว่าคาด

- โดยรายได้รวมอยู่ที่ 215 ล้านบาท ลดลง 14.5% q-q จากปัจจัยฤดูกาล, -1.8% y-y แม้ค่าบริการปรับขึ้น แต่จำนวนรอบของการเก็บไข่ 2Q24 ซะลอมาอยู่ที่ 300 รอบ จาก 358 รอบใน 1Q24 และ 339 รอบใน 2Q23 ขณะที่รายได้จากการ ให้บริการตรวจพันธุกรรมตัวอ่อนและโครโมโซม -11% q-q, -1.9% y-y ต่ำกว่าที่ เราคาด
- อัตรากำไรขั้นตันอยู่ที่ระดับ 55.3% ลดลงจาก 58.4% ใน 1Q24 จากต้นทุนยา เวชภัณฑ์ที่ปรับขึ้นและรายได้จากการให้ตรวจโครโมโซมที่มี margin ดีลดลง แต่เพิ่มขึ้นจาก 54.7% ใน 2Q23 จากผลของการปรับขึ้นค่าบริการ ซึ่งต่ำกว่าที่ เราคาด
- ค่าใช้จ่ายในการบริการและดำเนินงานทรงตัว q-q แต่เพิ่มขึ้น 9% y-y ขณะที่ ค่าใช้จ่ายคืนทรงตัว

Outlook

- อย่างไรก็ตามแนวโน้มโมเมนตัมกำไร 3Q24 จะเติบโต q-q และ y-y จาก High Season ของลูกค้าต่างชาติ ซึ่งจากตัวเลขยอดการเข้าการรักษาเดือน ก.ค. ที่ ผ่านมา พบว่าอยู่ในเกณฑ์ดี เพิ่มขึ้น m-m ประกอบกับผลของจากการปรับขึ้น ค่าบริการอีก 3-5% ในปีนี้จะทำให้รายได้ y-y เพิ่มขึ้น ประกอบกับการให้บริการ ด้าน NGG (ตรวจพันธุกรรมคิดเป็น 20% ของรายได้รวม) ที่จะเติบโตอย่างมี นัยสำคัญ จากการนำเอาเทคโนโลยีใหม่เข้ามาให้บริการเสริมเพื่อดึงดูดลูกค้า เข้ามารักษาเพิ่มขึ้น ทั้งคนไทยและต่างชาติที่เป็นกลุ่ม Medical Tourism
- สำหรับกำไรสุทธิ 1H24 อยู่ที่ 112 ล้านบาท เพิ่มขึ้น 28.5% y-y และคิดเป็น 40% ของประมาณการกำไรสุทธิทั้งปี 2024 ที่ 281 ล้านบาท +38% y-y อย่างไร ก็ดี เราจะทบทวนประมาณการอีกครั้งหลังประชุมนักวิเคราะห์

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	849	1,143	1,428	1,786
Net profit	204	281	343	426
EPS (THB)	0.67	0.93	1.13	1.40
vs Consensus (%)	-	11.4	14.1	25.0
EBITDA	302	406	526	679
Recurring net profit	204	281	343	426
Core EPS (THB)	0.67	0.93	1.13	1.40
EPS growth (%)	(6.6)	38.0	21.8	24.3
Core P/E (x)	21.3	15.4	12.7	10.2
Dividend yield (%)	1.0	1.9	2.6	3.2
EV/EBITDA (x)	10.5	7.8	6.1	4.7
Price/book (x)	2.6	2.3	2.1	1.9
Net debt/Equity (%)	(71.1)	(64.3)	(54.4)	(49.8)
ROE (%)	14.3	16.0	17.4	19.5



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(18.3)	(34.1)	n/a
Relative to country (%)	(16.9)	(29.7)	n/a
Mkt cap (USD m)			122
3m avg. daily turnover (USD m)			0.9
Free float (%)			26
Major shareholder	Quangka	nanurug fa	mily (61%)
12m high/low (THB)		2	3.70/13.80
Issued shares (m)			303.95

Sources: Bloomberg consensus; FSSIA estimates



Songklod Wongchai
Fundamental Investment Analyst on Securities; License no. 018086
songklod.won@fssia.com, +66 2646 9970

Exhibit 1: SAFE - 2Q24 results summary

Profit & Loss Statement	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	Cha	nge
Year to Dec 31	(THB m)	(q-q %)	(y-y %)									
Revenue	187	187	183	170	188	219	223	219	251	215	(14.5)	(1.8)
Cost of services	82	83	83	81	81	99	99	100	105	96	(8.1)	(3.0)
Gross profit	105	103	100	89	106	120	124	119	147	119	(19.1)	(0.9)
Operating costs	46	47	50	51	51	58	52	65	63	65	2.7	10.8
Operating profit	58	56	50	39	55	62	72	53	84	54	(35.4)	(11.9)
Other income	0	1	0	2	1	3	1	6	1	5	258.6	93.9
Interest expense	(1)	(1)	(1)	(0)	(1)	(1)	(1)	(1)	(1)	(1)	na	na
Profit before tax	58	56	49	36	55	63	73	59	84	58	(30.8)	(7.1)
Tax	(12)	(11)	(10)	(8)	(19)	(11)	(12)	(5)	(18)	(12)	(29.6)	12.1
Reported net profit	46.5	44.5	39	28	36	52	61	54	67	46	(31.1)	(11.2)
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)
Gross margin	56.0	55.3	54.6	52.6	56.7	54.7	55.7	54.2	58.4	55.3	(3.1)	0.5
SG&A / Sales	24.8	25.4	27.5	29.8	27.3	26.6	23.2	29.8	25.0	30.0	5.0	3.4
Effective tax rate	(20.4)	(19.9)	20.2	(23.4)	34.6	17.6	16.7	8.5	20.9	21.3	0.4	3.6

Sources: SAFE; FSSIA estimates

Financial Statements

Safe Fertility Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	727	849	1,143	1,428	1,786
Cost of goods sold	(329)	(380)	(503)	(628)	(786)
Gross profit	397	469	640	800	1,000
Other operating income	0	0	0	0	0
Operating costs	(194)	(226)	(304)	(386)	(482)
Operating EBITDA	268	302	406	526	679
Depreciation	(64)	(59)	(70)	(111)	(161)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	204	243	336	414	518
Net financing costs	(3)	(3)	(3) 0	(3) 0	(3)
Associates Recurring non-operating income	0 3	0 10	14	11	10
Non-recurring items	0	0	0	0	0
Profit before tax	203	250	347	423	525
Tax	(41)	(47)	(65)	(80)	(99)
Profit after tax	162	203	281	343	426
Minority interests	0	1	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	162	204	281	343	426
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	162	204	281	343	426
Per share (THB)					
Recurring EPS *	0.72	0.67	0.93	1.13	1.40
Reported EPS	0.72	0.67	0.93	1.13	1.40
DPS	0.25	0.15	0.27	0.37	0.45
Diluted shares (used to calculate per share data)	225	304	304	304	304
Growth					
Revenue (%)	29.8	16.8	34.6	25.0	25.0
Operating EBITDA (%)	52.1	12.7	34.4	29.4	29.1
Operating EBIT (%)	104.1	19.4	38.1	23.3	25.0
Recurring EPS (%)	106.7	(6.6)	38.0	21.8	24.3
Reported EPS (%)	106.7	(6.6)	38.0	21.8	24.3
Operating performance	E 4 7	EE 2	EC 0	EC O	56.0
Gross margin inc. depreciation (%)	54.7 63.6	55.3 62.2	56.0 62.1	56.0 63.8	65.0
Gross margin exc. depreciation (%) Operating EBITDA margin (%)	36.9	35.6	35.5	36.8	38.0
Operating EBIT Margin (%) Operating EBIT margin (%)	28.0	28.7	35.5 29.4	29.0	29.0
Net margin (%)	22.3	24.0	24.6	24.0	23.9
Effective tax rate (%)	20.3	18.9	18.9	18.9	18.9
Dividend payout on recurring profit (%)	34.6	22.3	29.0	32.8	32.2
Interest cover (X)	59.8	73.6	109.4	157.5	195.5
Inventory days	57.0	64.8	54.9	46.0	38.0
Debtor days	8.0	9.4	8.7	9.0	9.0
Creditor days	89.0	86.1	83.3	59.2	36.2
Operating ROIC (%)	42.2	56.8	65.5	55.2	52.5
ROIC (%)	32.8	42.0	46.0	39.8	38.1
ROE (%)	14.1	14.3	16.0	17.4	19.5
ROA (%)	12.1	12.4	14.1	15.4	17.5
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Revenue from ICSI treatment	609	667	946	1,192	1,502
Revenue from genetic testing services for embryos and fetuses	118	176	194	233	280
Revenue from dermatology services	_	6	3	3	4

Sources: Safe Fertility Group ; FSSIA estimates

Financial Statements

Safe Fertility Group

Safe Fertility Group					
Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	162	204	281	343	426
Depreciation	64	59	70	111	161
Associates & minorities	6	(1)	0	0	0
Other non-cash items	6	(2)	8	5	9
Change in working capital	54	4	(69)	(143)	(92)
Cash flow from operations	292	264	291	316	504
Capex - maintenance	(35)	(43)	(133)	(200)	(200)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(14)	(66)	(62)	(61)	(72)
Other investments (net) Cash flow from investing	0 (49)	0 (109)	0 (195)	0 (261)	0 (272)
Dividends paid	(56)	(46)	(82)	(113)	(137)
Equity finance	3	291	6	0	(97)
Debt finance	(7)	0	0	0	0
Other financing cash flows	-	-	-	-	-
Cash flow from financing	(60)	246	(76)	(113)	(234)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	183	401	20	(58)	(3)
Free cash flow to firm (FCFF)	246.69	158.16	98.37	57.24	233.90
Free cash flow to equity (FCFE)	236.13	155.18	95.17	54.54	231.20
Per share (THB)					
FCFF per share	0.81	0.52	0.32	0.19	0.77
FCFE per share	0.78	0.51	0.31	0.18	0.76
Recurring cash flow per share	1.06	0.86	1.18	1.51	1.96
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	150	151	284	484	684
Less: Accumulated depreciation	0	0	(54)	(149)	(293)
Tangible fixed assets (net)	150	151	230	335	391
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	851	1,251	1,271	1,213	1,211
A/C receivable	20	23	31	39	49
Inventories	49	65	65	65	65
Other current assets	228	232	312	390	488
Current assets	1,148	1,571	1,680	1,707	1,812
Other assets Total assets	114 1,413	171 1,894	230 2,140	288 2,331	360 2,563
Common equity	1,204	1,654	1,860	2,090	2,282
Minorities etc.	6	4	4	4	4
Total shareholders' equity	1,210	1,658	1,864	2,094	2,286
Long term debt	73	73	73	73	73
Other long-term liabilities	31	38	51	64	80
Long-term liabilities	103	111	124	137	153
A/C payable	66	85	113	55	69
Short term debt	0	0	0	0	0
Other current liabilities	33	40	40	44	54
Current liabilities	99	125	152	99	123
Total liabilities and shareholders' equity Net working capital	1,413 198	1,894 195	2,140 256	2,330 395	2,562 478
Invested capital	463	518	717	1,018	1,229
* Includes convertibles and preferred stock which is being to		010		1,010	1,220
Per share (THB)					
Book value per share	5.35	5.44	6.12	6.88	7.51
Tangible book value per share	5.35	5.44	6.12	6.88	7.51
Financial strength			· -		
Net debt/equity (%)	(64.3)	(71.1)	(64.3)	(54.4)	(49.8)
Net debt/total assets (%)	(55.1)	(62.2)	(56.0)	(48.9)	(44.4)
Current ratio (x)	11.6	12.6	11.0	17.2	14.7
CF interest cover (x)	69.3	46.1	30.7	21.2	86.6
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	19.9	21.3	15.4	12.7	10.2
Recurring P/E @ target price (x) *	34.8	37.3	27.0	22.2	17.8
Reported P/E (x)	19.9	21.3	15.4	12.7	10.2
Dividend yield (%)	1.7	1.0	1.9	2.6	3.2
Price/book (x)	2.7	2.6	2.3	2.1	1.9
Price/tangible book (x)	2.7	2.6	2.3	2.1	1.9
EV/EBITDA (x) **	9.1	10.5	7.8	6.1	4.7
EV/EBITDA @ target price (x) **	18.1	21.3	15.8	12.3	9.5
EV/invested capital (x) * Pre-exceptional, pre-goodwill and fully diluted ** EBITD	5.3 A includes associate i	6.1	4.4	3.2	2.6
i io exceptional, pre-goodwill and fully diluted EBITD	A HOUNDS ASSOCIATE I	noone and recuffif	ig non-operating in	OUIII C	

Sources: Safe Fertility Group ; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodolog	У			Rating					
The Dow Jones Sustainability ndices (DJSI) By S&P Global	process base from the ann	ed on the compute all S&P Globa	ransparent, rules-based panies' Total Sustainabili al Corporate Sustainabilit unies within each industry	ity Scores resulting ty Assessment (CSA).	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.					
Sustainability nvestment List (THSI) y) The Stock Exchange of Thailand SET)	managing bu Candidates r 1) no irregula float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tra must pass the partrading of the shareholders, ome key disque pendent direct related to CG,	ity in Environmental and ansparency in Governance preemptive criteria, with e board members and en and combined holding or alifying criteria include: 1 ors and free float violatic social & environmental in arnings in red for > 3 yea	ce, updated annually. two crucial conditions: xecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 4) equity in	during the assessment year. The scoring will be fairly weighted agains nature of the relevant industry and materiality.					
CG Score by Thai institute of Directors Association Thai IOD)	annually by t Thailand (SE	he Thai IOD, w	n in sustainable developn vith support from the Sto s are from the perspectiv i.	ck Exchange of	Good (80-89), and not rated for equitable treatr	3 for Good (70 or scores below nent of shareh 5%); 4) disclo	ories: 5 for Excell -79), 2 for Fair (6 w 50. Weightings olders (weight 2 sure & transpare	60-69), 1 for P include: 1) th 5% combined	ass (60-69), te rights; 2) an); 3) the role of	
AGM level By Thai nvestors Association TIA) with support from he SEC	treatment are transparent a out of five the criteria cover date (45%), circulation of s exercised. The and verifiability	e incorporated and sufficiently e CG componer AGM procedu and after the mufficient informatics second assessed; and 3) opennes	hich shareholders' rights into business operations disclosed. All form impo ents to be evaluated annures before the meeting (neeting (10%). (The first as ion for voting; and 2) facilitations to the ease of attending mess for Q&A. The third involvers, resolutions and voting res	s and information is ortant elements of two ually. The assessment (45%), at the meeting ssesses 1) advance ing how voting rights can be neetings; 2) transparency s the meeting minutes that			four categories: (80-89), and not			
Private Sector Collective Action Against Corruption CAC)	establishmen policies. The (Companies de Declaration of Certification, ir managers and	nt of key control Certification is eciding to become Intent to kick off a ecluding risk asse	checklist include corruptions, and the monitoring and so good for three years. The armount of th	nd developing of art by submitting a mit the CAC Checklist for nd control, training of	passed Checkl	st will move fo se members a	ed by a committe or granting certific re twelve highly r chievements.	ation by the 0	CAC Council	
Morningstar Sustainalytics	based on an risk is unman regulatory filing	assessment of naged. Sources gs, news and other	sk rating provides an ove f how much of a compan to be reviewed include corpo er media, NGO reports/webs s, ESG controversies, issuer i	ny's exposure to ESG orate publications and sites, multi-sector			score is the sum higher ESG risk Medium		ed risk. The	
		ality & peer revie			0-10	10-20	20-30	30-40	40+	
ESG Book	positioned to the principle helps explair over-weighting	outperform ov of financial ma future risk-ad	ustainable companies the ver the long term. The me ateriality including information justed performance. Mat h higher materiality and of thy basis.	ethodology considers ation that significantly teriality is applied by	scores using m	ateriality-base	ated as a weight d weights. The s dicating better p	core is scaled		
<u>MSCI</u>				anagement of financially r					nethodology to	
	AAA AA	8.571-10.000 7.143-8.570	Leader:	leading its industry in ma	anaging the most s	gnificant ESG ris	sks and opportunitie	es		
	A BBB BB	5.714-7.142 4.286-5.713 2.857-4.285	5.713 Average: a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relatively industry peers							
	В	1.429-2.856	Laggard: lagging its industry based on its high exposure and failure to manage significant ESG risks							
4	CCC	0.000-1.428	4	t-l :t		- 6 141		41	!:-! 14	
Moody's ESG colutions	believes that	a company int		take into account ESG ob to its business model and medium to long term.						
Refinitiv ESG ating	based on pu	blicly available	and auditable data. The	a company's relative ESG s score ranges from 0 to 1 are 0 to 25 = poor; >25 to 50 =	100 on relative E	SG performan	ce and insufficie	nt degree of t		
S&P Global				suring a company's performant signification. The score range			of ESG risks, opp	oortunities, an	d impacts	
Bloomberg	ESG Score			ating the company's aggr mberg's view of ESG fina			a weighted gener			
			of Pillar Scores, where t	the weights are determine	ed by the pillar p	riority ranking.	Values range from	om 0 to 10; 10) is the best.	

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

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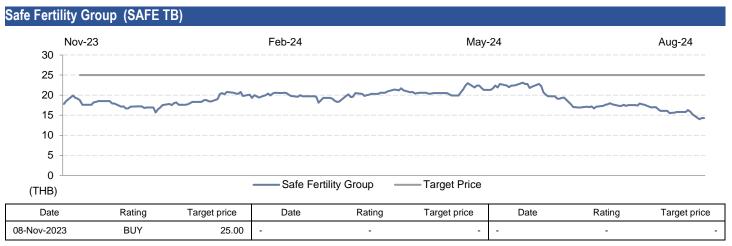
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History of change in investment rating and/or target price



Songklod Wongchai started covering this stock from 08-Nov-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Safe Fertility Group	SAFE TB	THB 14.30	BUY	ความเสี่ยงที่จะมีผลต่อประมาณการของเรา ได้แก่ เกิดเหตุพ้องร้องหรือ ร้องเรียนหากวิธีการรักษาเกิด ความผิดพลาด ลูกค้าต่างชาติลดลงจาก ผลกระทบของการเดินทาง หรือกรณีเกิดโรคระบาดใหม่ และ ต้นทุนค่ายาปรับตัวสูงขึ้นมากกว่าที่คาด

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 07-Aug-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / current price.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.