**EQUITY RESEARCH - RESULTS FLASH** 



**M** TB

THAILAND / FOOD & BEVERAGE



## 2Q24 results at first glance

# TARGET PRICE THB34.00 CLOSE THB26.50 UP/DOWNSIDE +28.3% TP vs CONSENSUS -9.7%

## 2Q24 net profit exceeded our estimate by 11%

## **Highlights**

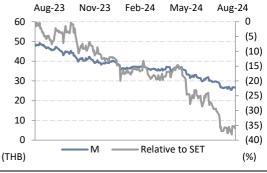
- M reported a 2Q24 net profit of THB401m (+16% q-q, -13% y-y), indicating a seasonal recovery q-q, but still a decline y-y due to same-store sales (SSS) at -11% y-y, leading to a total revenue decline of 7.4% y-y owing to weak purchasing power and high competition.
- The 2Q24 gross margin stood at 67.2%, down from 67.6% in 1Q24, but up from 65.7% in 2Q23, thanks to lower raw material prices.
- M has made efforts to control expenses thoroughly, with a q-q increase by 1.1% and a y-y decrease of 4.8%, helping to reduce the SG&A to sales ratio to 57.2% from 58.9% in 1Q24, although it was still higher than 55.6% in 2Q23 due to lower revenue.

#### Outlook

- M's 1H24 net profit equaled THB748m (-4.6% y-y), accounting for 48% of our full-year estimate. We expect that 3Q24 net profit may stabilize or decline q-q in accordance with the rainy season, but profit is likely to grow again in 4Q24, with positive expectations on seasonal factors.
- We maintain our 2024E net profit of THB1.5b (-8% y-y), even though our estimates appear to have limited downside, as the stock price has significantly dropped. However, a recovery still seems challenging. The latest SSS for July remain in the negative doubledigit range at -11-12% y-y.
- M announced a 1H24 DPS of THB0.5, implying a dividend yield of 1.9%. We maintain our HOLD recommendation and are monitoring for a recovery in 2H24, especially regarding the response to and expansion of MK Buffet branches, as well as observing whether the restaurants can participate in the digital wallet program.

## **KEY STOCK DATA**

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	16,661	16,711	17,567	18,283
Net profit	1,682	1,549	1,664	1,775
EPS (THB)	1.83	1.68	1.81	1.93
vs Consensus (%)	-	(6.1)	(1.6)	7.2
EBITDA	4,072	3,928	4,068	4,201
Recurring net profit	1,682	1,549	1,664	1,775
Core EPS (THB)	1.83	1.68	1.81	1.93
EPS growth (%)	16.9	(7.9)	7.4	6.7
Core P/E (x)	14.5	15.8	14.7	13.7
Dividend yield (%)	6.0	5.4	5.5	5.8
EV/EBITDA (x)	4.6	4.9	4.8	4.7
Price/book (x)	1.8	1.7	1.7	1.7
Net debt/Equity (%)	(41.3)	(38.3)	(36.7)	(33.3)
ROE (%)	12.3	11.1	11.7	12.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(10.2)	(25.4)	(46.2)
Relative to country (%)	(7.8)	(21.1)	(36.4)
Mkt cap (USD m)			690
3m avg. daily turnover (USD m)			0.8
Free float (%)			36
Major shareholder	Thir	akomen Fa	mily (37%)
12m high/low (THB)		4	9.50/25.25
Issued shares (m)			920.88

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: M – 2Q24 results summary

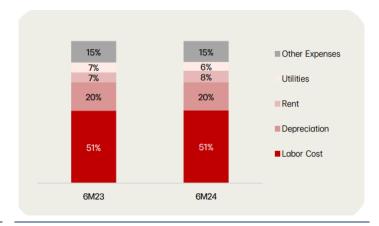
	2Q23	3Q23	4Q23	1Q24	2Q24	Cha	nge	2024E	Change	% 1H24
	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	to 2024E				
Sales	4,435	4,094	4,042	3,946	4,107	4.1	(7.4)	16,711	0.3	48.2
Cost of sales	1,521	1,365	1,336	1,279	1,346	5.2	(11.5)	5,515	(2.4)	47.6
Gross profit	2,914	2,730	2,706	2,667	2,761	3.5	(5.2)	11,196	1.7	48.5
SG&A	2,468	2,360	2,153	2,323	2,350	1.1	(4.8)	9,659	4.0	48.4
Operating profit	541	473	653	443	497	12.1	(8.2)	1,930	(7.7)	48.7
Profit sharing	(3.6)	(0.3)	2.3	(0.3)	0.0	nm	nm	(5.0)	nm	6.2
Interest expense	26	20	26	27	27	(0.3)	2.6	92	(3.5)	58.5
Tax expense	47	60	108	66	65	(1.8)	39.2	275	(1.8)	47.6
Reported net profit	459	389	509	347	401	15.6	(12.7)	1,549	(7.9)	48.2
Core profit	459	389	509	347	401	15.6	(12.7)	1,549	(7.9)	48.2
Key ratios (%)						(ppt)	(ppt)			
Gross margin	65.7	66.7	67.0	67.6	67.2	(0.4)	1.5	67.0	0.9	
SG&A to sales	55.6	57.6	53.3	58.9	57.2	(1.7)	1.6	57.8	2.1	
Operating margin	12.2	11.5	16.2	11.2	12.1	0.9	(0.1)	11.6	(1.0)	
Net margin	10.3	9.5	12.6	8.8	9.8	1.0	(0.6)	9.3	(0.8)	
Norm margin	10.3	9.5	12.6	8.8	9.8	1.0	(0.6)	9.3	(0.8)	
Operating statistics										
SSSG (%)	11.0	0.9	(3.5)	(6.1)	(11.0)			(2.0)		
Total stores (no.)	698	698	703	706	702			703		
-MK Brand	448	448	448	448	446			448		
-Yayoi Brand	195	194	198	199	199			195		
-LCS Brand	34	36	39	41	39			34		
-Other Brand	21	20	18	18	18			21		

Sources: M; FSSIA's compilation

Exhibit 2: Revenue contribution by brand

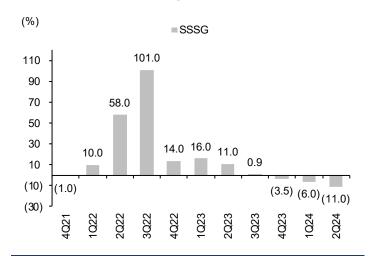


Exhibit 3: Selling expense breakdown



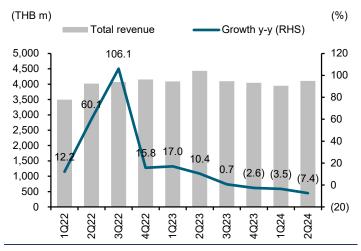
Source: M Source: M

## Exhibit 4: Same-store-sales growth



Sources: M, FSSIA's compilation

## Exhibit 6: Total revenue and growth



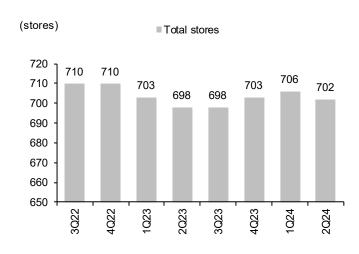
Sources: M, FSSIA's compilation

## Exhibit 8: SG&A to sales



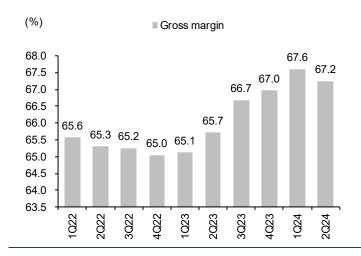
Sources: M, FSSIA's compilation

#### **Exhibit 5: Total number of branches**



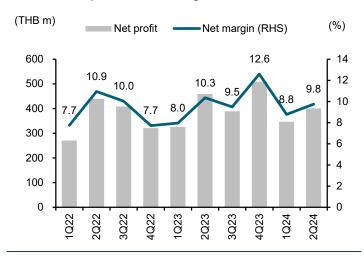
Sources: M, FSSIA's compilation

## Exhibit 7: Gross margin



Sources: M, FSSIA's compilation

## Exhibit 9: Net profit and net margin



Sources: M, FSSIA's compilation

## **Financial Statements**

MK Restaurant Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	15,728	16,661	16,711	17,567	18,283
Cost of goods sold	(5,461)	(5,648)	(5,515)	(5,779)	(5,997)
Gross profit	10,267	11,013	11,196	11,787	12,286
Other operating income	249	365	393	386	402
Operating costs	(8,646)	(9,288)	(9,659)	(10,118)	(10,512)
Operating EBITDA	3,867	4,072	3,928	4,068	4,201
Depreciation	(1,997)	(1,980)	(1,998)	(2,013)	(2,025)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	1,870	2,091	1,930	2,055	2,176
Net financing costs	(87)	(95)	(92)	(92)	(93)
Associates	(29)	(9)	(5)	4	12
Recurring non-operating income	(29)	(9)	(5)	4	12
Non-recurring items	0	0	0	0	0
Profit before tax	1,755	1,987	1,833	1,966	2,095
Tax	(308)	(280)	(275)	(295)	(314)
Profit after tax	1,447	1,707	1,558	1,671	1,780
Minority interests	(8)	(25)	(9)	(7)	(5)
Preferred dividends	-	· ·	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,439	1,682	1,549	1,664	1,775
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	1,439	1,682	1,549	1,664	1,775
Per share (THB)					
Recurring EPS *	1.56	1.83	1.68	1.81	1.93
Reported EPS	1.56	1.83	1.68	1.81	1.93
DPS	1.40	1.60	1.43	1.45	1.54
Diluted shares (used to calculate per share data)	921	921	921	921	921
Growth					
Revenue (%)	40.7	5.9	0.3	5.1	4.1
Operating EBITDA (%)	74.7	5.3	(3.5)	3.6	3.3
Operating EBIT (%)	816.8	11.8	(7.7)	6.5	5.9
Recurring EPS (%)	998.5	16.9	(7.9)	7.4	6.7
Reported EPS (%)	998.5	16.9	(7.9)	7.4	6.7
Operating performance					
Gross margin inc. depreciation (%)	65.3	66.1	67.0	67.1	67.2
Gross margin exc. depreciation (%)	78.0	78.0	79.0	78.6	78.3
Operating EBITDA margin (%)	24.6	24.4	23.5	23.2	23.0
Operating EBIT margin (%)	11.9	12.6	11.6	11.7	11.9
Net margin (%)	9.1	10.1	9.3	9.5	9.7
Effective tax rate (%)	17.5	14.1	15.0	15.0	15.0
Dividend payout on recurring profit (%)	89.6	87.6	85.0	80.0	80.0
Interest cover (X)	21.2	21.9	21.0	22.3	23.5
Inventory days	42.5	40.1	43.8	45.0	44.5
Debtor days	3.3	2.5	2.7	2.9	2.9
Creditor days	147.7	154.0	156.0	134.9	133.4
Operating ROIC (%)		450.4	274.0	187.7	187.6
ROIC (%)	230.6	450.4	274.0		
	230.6 16.1	17.9	16.0	16.2	16.2
ROE (%)				16.2 11.7	
ROE (%) ROA (%)	16.1	17.9	16.0		16.2
	16.1 10.8	17.9 12.3	16.0 11.1	11.7	16.2 12.2
ROA (%)	16.1 10.8	17.9 12.3	16.0 11.1	11.7	16.2 12.2
ROA (%)  * Pre exceptional, pre-goodwill and fully diluted	16.1 10.8 7.7	17.9 12.3 8.9	16.0 11.1 8.0	11.7 8.5	16.2 12.2 8.7
ROA (%)  * Pre exceptional, pre-goodwill and fully diluted  Revenue by Division (THB m)	16.1 10.8 7.7	17.9 12.3 8.9	16.0 11.1 8.0 2024E	11.7 8.5 2025E	16.2 12.2 8.7
ROA (%)  * Pre exceptional, pre-goodwill and fully diluted  Revenue by Division (THB m)  MK	16.1 10.8 7.7 2022 11,639	17.9 12.3 8.9 2023 12,455	16.0 11.1 8.0 2024E 12,330	11.7 8.5 2025E 12,947	16.2 12.2 8.7 <b>2026E</b> 13,465

Sources: MK Restaurant Group; FSSIA estimates

## **Financial Statements**

MK Restaurant Group

Cash Flow (THB m) Year Ending Dec	2022	2023	20245		
		2023	2024E	2025E	2026E
Recurring net profit	1,439	1,682	1,549	1,664	1,775
Depreciation	1,997	1,980	1,998	2,013	2,025
Associates & minorities	37	37	6	2	(7)
Other non-cash items	0	0	0	0	0
Change in working capital	295	214	(297)	55	46
Cash flow from operations	3,768	3,914	3,256	3,734	3,840
Capex - maintenance	(1,653)	(1,982)	(2,289)	(2,600)	(2,900)
Capex - new investment Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(691)	(449)	77	(35)	(20)
Cash flow from investing	(2,344)	(2,431)	(2,211)	(2,635)	(2,920)
Dividends paid	(1,197)	(1,270)	(1,317)	(1,332)	(1,420)
Equity finance	0	0	0	0	0
Debt finance	(187)	(10)	(99)	177	227
Other financing cash flows	51	(118)	(55)	51	43
Cash flow from financing	(1,333)	(1,397)	(1,471)	(1,103)	(1,150)
Non-recurring cash flows Other adjustments	0	0	0	0	0
Net other adjustments	0	Ŏ	ŏ	Ŏ	0
Movement in cash	91	85	(426)	(4)	(231)
Free cash flow to firm (FCFF)	1,510.24	1,577.48	1,136.67	1,191.64	1,012.26
Free cash flow to equity (FCFE)	1,287.71	1,355.18	891.12	1,327.63	1,189.26
Per share (THB)					
FCFF per share	1.64	1.71	1.23	1.29	1.10
FCFE per share	1.40	1.47	0.97	1.44	1.10
Recurring cash flow per share	3.77	4.02	3.86	4.00	4.12
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	11,913	12,203	12,553	12,853	13,103
Less: Accumulated depreciation	(9,167)	(9,405)	(9,499)	(9,594)	(9,689)
Tangible fixed assets (net)	2,747	2,798	3,054	3,259	3,413
Intangible fixed assets (net)	5,533	5,434	5,480	5,862	6,582
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	2,366	2,840	2,840	2,840	2,840
Cash & equivalents A/C receivable	7,779 121	7,865 110	7,439 137	7,435 144	7,204 150
Inventories	414	391	453	475	493
Other current assets	111	76	84	88	91
Current assets	8,426	8,441	8,113	8,142	7,938
Other assets	830	834	752	791	823
Total assets	19,901	20,347	20,239	20,893	21,596
Common equity	13,443	13,843	14,087	14,420	14,775
Minorities etc.	322	351	352	357	362
Total shareholders' equity	<b>13,765</b> 2,023	<b>14,194</b> 2,008	<b>14,439</b> 1,908	<b>14,777</b> 2,008	<b>15,137</b> 2,158
Long term debt Other long-term liabilities	1,175	1,058	1,003	1,054	1,097
Long-term liabilities	3,198	3,065	2,911	3,062	3,255
A/C payable	1,449	1,646	1,360	1,425	1,479
Short term debt	0	0	0	0	0
Other current liabilities	1,489	1,441	1,529	1,629	1,726
Current liabilities	2,938	3,087	2,889	3,054	3,204
Total liabilities and shareholders' equity	19,901	20,347	20,239	20,893	21,596
Net working capital	(2,291)	(2,511)	(2,215)	(2,347)	(2,470)
Invested capital  * Includes convertibles and preferred stock which is being treated.	9,184 ated as debt	9,395	9,911	10,404	11,188
Per share (THB)					
Book value per share	14.60	15.03	15.30	15.66	16.04
Tangible book value per share	8.59	9.13	9.35	9.29	8.90
Financial strength					
Net debt/equity (%)	(41.8)	(41.3)	(38.3)	(36.7)	(33.3)
Net debt/total assets (%)	(28.9)	(28.8)	(27.3)	(26.0)	(23.4)
Current ratio (x)	2.9	2.7	2.8	2.7	2.5
CF interest cover (x)	15.9	15.2	10.7	15.4	13.8
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	17.0	14.5	15.8	14.7	13.7
Recurring P/E @ target price (x) *	21.8	18.6	20.2	18.8	17.6
Reported P/E (x)	17.0 5.3	14.5	15.8 5.4	14.7 5.5	13.7
Dividend yield (%) Price/book (x)	5.3 1.8	6.0 1.8	5.4 1.7	5.5 1.7	5.8 1.7
Price/tangible book (x)	3.1	2.9	2.8	2.9	3.0
EV/EBITDA (x) **	4.9	4.6	4.9	4.8	4.7
EV/EBITDA @ target price (x) **	6.7	6.3	6.7	6.4	6.3
EV/invested capital (x)	2.1 includes associate	2.0	1.9	1.9	1.8

Sources: MK Restaurant Group; FSSIA estimates

## **Disclaimer for ESG scoring**

ESG score	Methodolog	у			Rating				
The Dow Jones Sustainability Indices ( <u>DJSI</u> ) By S&P Global	process bas from the ann	ed on the comp nual S&P Globa	ransparent, rules-based oanies' Total Sustainabili al Corporate Sustainabilit unies within each industry	ity Scores resulting ty Assessment (CSA).	Sustainability A ESG Score of I	Assessment (C ess than 45% ny are disqual	he annual S&P ( SA) for DJSI. Co of the S&P Glob ified. The constit iverse.	mpanies with al ESG Score	an S&P Globa of the highest
Sustainability nvestment List (THSI) by The Stock Exchange of Thailand (SET)	managing b Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tra must pass the ar trading of the shareholders, some key disque ependent direct related to CG,	ity in Environmental and ansparency in Governand preemptive criteria, with e board members and ey and combined holding alifying criteria include: 1 ors and free float violatic social & environmental in arnings in red for > 3 year	ce, updated annually. two crucial conditions: kecutives; 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 agair nature of the relevant industry and materiality.  SETTHSI Index is extended from the THSI companies whose 1) mai capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquid >0.5% of paid-up capital for at least 9 out of 12 months. The SETTH! Index is a market capitalisation-weighted index, cap 5% quarterly we				
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (SI	the Thai IOD, v	in sustainable developn vith support from the Sto s are from the perspectiv s.	ck Exchange of	Good (80-89), and not rated for equitable treater	3 for Good (70 or scores belo ment of sharel 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings nolders (weight 2 ssure & transpare	60-69), 1 for P s include: 1) th 5% combined	lass (60-69), ne rights; 2) an ); 3) the role of
AGM level By Thai nvestors Association (TIA) with support from the SEC	treatment ar transparent out of five th criteria cove date (45%), circulation of s exercised. The and verifiability	re incorporated and sufficiently and sufficiently are CG component AGM proceduland after the most after information assesses by; and 3) opennesses.	hich shareholders' rights into business operations disclosed. All form impo ents to be evaluated annuares before the meeting (10%). (The first as ion for voting; and 2) facilitating the ease of attending mess for Q&A. The third involves, 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 eetings; 2) transparency s the meeting minutes that			o four categories: · (80-89), and not		· //
Fhai CAC By Thai Private Sector Collective Action Against Corruption CAC)	establishme policies. The (Companies of Declaration of Certification, in managers and	nt of key control  e Certification is  leciding to become  intent to kick off a  ncluding risk asse	checklist include corruptions, and the monitoring and so good for three years.  The a CAC certified member stain 18-month deadline to subsessment, in place of policy and stakeholders.)	nd developing of  art by submitting a  mit the CAC Checklist for ad control, training of	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Counci approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.				
Morningstar Sustainalytics	based on ar risk is unma	n assessment o naged. <i>Sources</i>	sk rating provides an ove f how much of a compan to be reviewed include corpo er media, NGO reports/webs			score is the sum higher ESG risk		ed risk. The	
	information, co		, ESG controversies, issuer t		<b>NEGL</b> 0-10	<b>Low</b> 10-20	Medium 20-30	High 30-40	Severe 40+
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<u>MSCI</u>				anagement of financially their exposure to ESG ris					nethodology to
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	BBB	4.286-5.713	Average:	a mixed or unexceptional industry peers	ai track record of m	anaging the mos	st significant ESG ris	sks and opportu	nities relative to
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	В	1.429-2.856	Laggard:	lagging its industry base	ed on its high expos	ure and failure t	o manage significar	nt ESG risks	
	CCC	0.000-1.428	99*****	55 5 ··· ··· ·· · · · · · · · · · · · ·	g., s.,poc		gg3di		
loody's ESG olutions	believes tha	t a company in		take into account ESG of to its business model and medium to long term.					
Refinitiv ESG rating	based on pu	ıblicly available	and auditable data. The	a company's relative ES score ranges from 0 to re 0 to 25 = poor; >25 to 50	100 on relative E	SG performar	nce and insufficie	nt degree of t	
S&P Global				suring a company's perfo sification. The score ran			of ESG risks, op	portunities, ar	impacts
Bloomberg	ESG Score		score is based on Bloom	ating the company's aggi nberg's view of ESG fina the weights are determin	ncial materiality.	The score is	a weighted gener	ralized mean	(power mean)
	=00 D: 1	sure Score	Disclosure of a compan						

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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## Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

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## History of change in investment rating and/or target price



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
05-Jan-2023	BUY	66.00	22-Jun-2023	BUY	55.00	08-Jan-2024	BUY	47.00
22-Mar-2023	BUY	59.00	12-Oct-2023	BUY	54.00	20-Jun-2024	HOLD	34.00

Sureeporn Teewasuwet started covering this stock from 05-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
MK Restaurant Group	М ТВ	THB 26.50	HOLD	Downside and upside risks to our TP include 1) a slower or faster-than-expected consumption recovery and more intense competition; 2) slower or faster-than-expected decreases in raw material costs; 3) a lower or higher-than-expected new store expansion; and 4) a minimum wage increase and labor shortages.

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 13-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.