**EQUITY RESEARCH - RESULTS FLASH** 



# THAI STANLEY ELECTRIC

## **STANLY TB**

THAILAND / AUTOMOTIVE



# 2QFY25 results at first glance

# TARGET PRICE THB210.00 CLOSE THB218.00 UP/DOWNSIDE -3.7% TP vs CONSENSUS +5.0%

## Benefits from factory consolidation have just begun

## **Highlights**

- STANLY's overall operations in 2QFY25 (July-September 2024)
  were as expected. The company is in the process of consolidating its
  factories to align with the sluggish automotive industry. This quarter,
  there were special items, and at the same time, there were dividends
  received from subsidiaries.
- STANLY reported a net profit of THB327.2m in 2QFY25, including an FX loss of THB30.5m and an asset impairment loss of THB218.4m from the consolidation of factory lamp 1 and 5 with factories 2, 7, and 8
- Excluding these special items, the core profit would be THB576.1m,
   +89.7% q-q from a very low base, and +18.8% y-y; 32% better than our expectation due to the results of factory consolidation.
- The company usually receives dividends from subsidiaries in the second quarter, supporting its performance. In 2QFY25, the dividends amounted to THB126.9m. Without the dividends, STANLY would have made a profit of around THB450m, which is close to the profit last year and still not at a very strong level.
- STANLY's sales revenue in 2QFY25 stood at THB3.2b, +7.9% q-q, recovering from the previous quarter with fewer working days, but 13.7% y-y due to a significant contraction in domestic vehicles sales, which fell by 27.7% y-y.
- The gross margin improved to 21.3% in the quarter, the highest in a year and a half following the factory consolidation, which resulted in economies of scale. However, SG&A expenses remained high at 10.0% of revenue, in which we expect there may be severance compensation costs.

## Outlook

- The core profit for 1HFY25 was THB879.8m, +11.6% y-y, accounting for 58.2% of our full-year estimate. Due to the ongoing sluggishness in the domestic automotive industry and the company's continued factory consolidation until 4QFY25, we maintain our profit estimate for FY25 at THB1.5b, -12.2% y-y.
- We maintain our TP of THB210, based on 10x FY25E P/E, and retain our HOLD rating for dividends, for which we forecast a 6%-8% yield for FY25-FY27.

## **KEY STOCK DATA**

YE Mar (THB m)	2024	2025E	2026E	2027E
Revenue	14,380	13,043	13,303	13,963
Net profit	1,757	1,268	1,757	1,764
EPS (THB)	22.93	16.55	22.93	23.02
vs Consensus (%)	-	(30.0)	13.2	5.5
EBITDA	3,326	3,071	3,360	3,379
Recurring net profit	1,724	1,513	1,757	1,764
Core EPS (THB)	22.49	19.74	22.93	23.02
EPS growth (%)	(1.0)	(12.2)	16.2	0.4
Core P/E (x)	9.7	11.0	9.5	9.5
Dividend yield (%)	9.2	6.1	8.4	8.4
EV/EBITDA (x)	4.4	5.1	4.6	4.6
Price/book (x)	0.8	0.8	0.8	0.8
Net debt/Equity (%)	(9.2)	(4.5)	(5.0)	(4.5)
ROE (%)	8.0	6.9	8.0	7.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.0	6.9	30.8
Relative to country (%)	(0.1)	(5.7)	25.3
Mkt cap (USD m)			494
3m avg. daily turnover (USD m)			0.3
Free float (%)			34

Major shareholder Stanley Electric Holding Asia-Pacific Pte., Ltd. (36%)

12m high/low (THB)	223.00/163.33
Issued shares (m)	76.63

Sources: Bloomberg consensus; FSSIA estimates



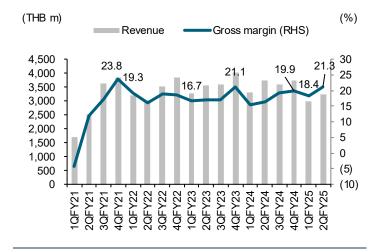
**Jitra Amornthum**Fundamental Investment Analyst on Securities; License no. 014530 jitra.a@fssia.com, +66 2646 9966

Exhibit 1: STANLY – 2QFY25 results summary

Year to Mar 31	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	Ch	ange	1HFY24	1HFY25	Change	% of
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	FY25E				
Sales	3,745	3,607	3,722	2,996	3,231	7.9	(13.7)	7,051	6,227	(11.7)	47.7
Cost of sales	(3,135)	(2,915)	(2,980)	(2,444)	(2,543)	4.1	(18.9)	(5,934)	(4,987)	(16.0)	47.0
Gross profit	610	692	742	552	688	24.5	12.8	1,117	1,240	11.0	51.1
Operating costs	(281)	(286)	(294)	(308)	(323)	5.1	14.9	(549)	(631)	14.9	49.4
Operating profit	328	406	448	244	364	49.1	10.9	568	609	7.2	53.0
Operating EBITDA	898	853	915	652	900	37.9	0.2	1,583	1,552	(1.9)	50.5
Other income	177	56	66	44	173	291.6	(2.5)	223	217	(3.0)	553.8
Interest expense	0	0	0	0	0	0.0	0.0	0	0	0.0	0.0
Profit before tax	505	462	514	288	537	86.2	6.2	791	825	4.3	54.8
Associates	87	102	93	94	105	11.7	20.1	183	198	8.4	55.5
FX gain/loss & extra items	11	(10)	22	4	(249)	nm	nm	22	(245)	nm	
Reported net profit	495	443	503	308	327	6.3	(34.0)	810	635	(21.6)	50.1
Core profit	485	453	482	304	576	89.7	18.8	788	880	11.6	58.2
Reported EPS (THB)	6.47	5.78	6.57	4.02	4.27	6.3	(34.0)	10.58	8.29	(21.6)	50.1
Core EPS (THB)	6.33	5.92	6.29	3.96	7.52	89.7	18.8	10.29	11.48	11.6	58.2
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)	
Gross margin	16.3	19.2	19.9	18.4	21.3	2.9	5.0	15.8	19.9	4.1	
Operating margin	13.5	12.8	13.8	9.6	16.6	7.0	3.1	11.2	13.3	2.0	
EBITDA margin	24.0	23.7	24.6	21.8	27.8	6.1	3.9	22.4	24.9	2.5	
Core profit margin	12.9	12.6	12.9	10.1	17.8	7.7	4.9	11.2	14.1	3.0	
SG&A / Sales	7.5	7.9	7.9	10.3	10.0	(0.3)	2.5	7.8	10.1	2.3	
Revenue breakdown by product type	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)					
Auto bulbs & automotive lighting equipment	3,592	3,586	3,678	2,960	3,184	(19.5)	(10.3)	6,892	6,144	(10.9)	
Molds & dies and product designs	153	21	44	35	47	(19.0)	487.4	159	82	(48.1)	
Revenue breakdown by geographic	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)					
Domestic sales	2,394	2,220	2,315	1,944	2,021	(16.0)	(4.5)	4,431	3,966	(10.5)	
Export sales	1,351	1,387	1,407	1,051	1,209	(25.3)	(17.2)	2,620	2,261	(13.7)	

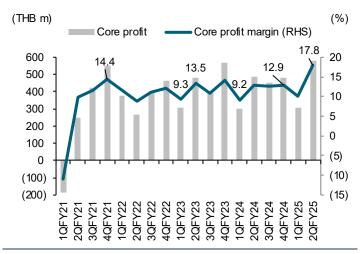
Sources: STANLY, FSSIA estimates

Exhibit 2: Revenue and gross margin



Sources: STANLY, FSSIA estimates

Exhibit 3: Core profit and core profit margin



Sources: STANLY, FSSIA estimates

## **Financial Statements**

Thai Stanley Electric

Profit and Loss (THB m) Year Ending Mar	2023	2024	2025E	2026E	2027E
Revenue	14,448	14,380	13,043	13,303	13,963
Cost of goods sold	(13,387)	(13,387)	(12,182)	(12,267)	(12,860
Gross profit	1,061	993	861	1,036	1,10
Other operating income	1,795	1,904	1,923	1,899	1,900
Operating costs	(1,093)	(1,129)	(1,278)	(1,121)	(1,187
Operating EBITDA	3,311	3,326	3,071	3,360	3,379
Depreciation	(1,548)	(1,558)	(1,565)	(1,547)	(1,557
Goodwill amortisation	0	0	0	0	(
Operating EBIT	1,763	1,768	1,507	1,813	1,822
Net financing costs	0	0	0	0	(
Associates	387	378	357	364	36
Recurring non-operating income	387	378	357	364	36
Non-recurring items	4	33	(245)	0	(
Profit before tax	2,154	2,179	1,619	2,178	2,18
Гах	(408)	(422)	(351)	(421)	(423
Profit after tax	1,746	1,757	1,268	1,757	1,764
Minority interests	0	0	0	0	(
Preferred dividends	-	-	-	-	,
Other items	_	_	_	_	
Reported net profit	1,746	1,757	1,268	1,757	1,76
Non-recurring items & goodwill (net)	(4)	(33)	245	0	.,. 0
Recurring net profit	1,742	1,724	1,513	1,757	1,76
Per share (THB)		-,	3,010	-,	-,
Recurring EPS *	22.73	22.49	19.74	22.93	23.0
Reported EPS	22.78	22.93	16.55	22.93	23.02
DPS	20.00	20.00	13.24	18.35	18.42
Diluted shares (used to calculate per share data)	77	77	77	77	7
Growth	,,	• • • • • • • • • • • • • • • • • • • •			•
Revenue (%)	6.4	(0.5)	(9.3)	2.0	5.0
	4.8	0.4		9.4	0.6
Operating EBITDA (%)			(7.6)		
Operating EBIT (%)	11.3	0.3	(14.8)	20.4	0.8
Recurring EPS (%)	16.4	(1.0)	(12.2)	16.2	0.4
Reported EPS (%)	14.8	0.6	(27.8)	38.6	0.4
Operating performance	7.0			7.0	-
Gross margin inc. depreciation (%)	7.3	6.9	6.6	7.8	7.9
Gross margin exc. depreciation (%)	18.1	17.7	18.6	19.4	19.
Operating EBITDA margin (%)	22.9	23.1	23.5	25.3	24.2
Operating EBIT margin (%)	12.2	12.3	11.5	13.6	13.1
Net margin (%)	12.1	12.0	11.6	13.2	12.0
Effective tax rate (%)	18.9	19.4	21.7	19.3	19.3
Dividend payout on recurring profit (%)	88.0	88.9	67.0	80.0	80.0
nterest cover (X)	-	-	-	-	
nventory days	20.2	16.9	17.7	17.9	17.
Debtor days	65.4	62.8	63.4	58.9	57.
Creditor days	31.7	30.3	31.1	28.4	26.
Operating ROIC (%)	9.2	8.6	7.2	8.5	8.
ROIC (%)	8.6	7.9	6.7	7.7	7.
ROE (%)	8.4	8.0	6.9	8.0	7.9
ROA (%)	7.4	7.0	6.2	7.2	7.3
Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Auto bulbs & automotive lighting equipment	14,329	14,157	12,883	13,140	13,797
23 - 1	,	,	,	-,	,

Sources: Thai Stanley Electric; FSSIA estimates

## **Financial Statements**

Thai Stanley Electric

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	20271
Recurring net profit	1,742	1,724	1,513	1,757	1,76
Depreciation	1,548	1,558	1,565	1,547	1,55
Associates & minorities	(387)	(378)	(357)	(364)	(365
Other non-cash items	(504)	(604)	(699)	819	6
Change in working capital	(202)	(116)	300	(662)	(116
Cash flow from operations	2,197	2,183	2,321	3,096	2,90
Capex - maintenance	0	0	0	0	
Capex - new investment	(677)	(749)	(889)	(907)	(908)
let acquisitions & disposals	-	(0)	-	-	(000
Other investments (net)	(2,235)	(823)	(1,158)	(700)	(699
Cash flow from investing	(2,911)	(1,572)	(2,047)	(1,607)	(1,607
Dividends paid	(651)				
•	(031)	(1,532) 0	(1,014)	(1,406) 0	(1,411
Equity finance			0		
Debt finance	0	0	0	0	
Other financing cash flows	-	-	-	-	
Cash flow from financing	(651)	(1,532)	(1,014)	(1,406)	(1,411
Non-recurring cash flows	-	-	-	-	
Other adjustments	794	838	0	32	1
let other adjustments	794	838	(266)	32	1
Novement in cash	(572)	(84)	(1,006)	115	(102
Free cash flow to firm (FCFF)	(714.86)	610.72	273.83	1,488.52	1,297.7
ree cash flow to equity (FCFE)	79.54	1,448.48	8.16	1,520.41	1,309.0
		.,		.,	.,
Per share (THB)	(0.00)	7.07	0.57	40.40	40.0
FCFF per share	(9.33)	7.97	3.57	19.43	16.9
FCFE per share	1.04	18.90	0.11	19.84	17.0
Recurring cash flow per share	31.31	30.00	26.38	49.04	39.4
Balance Sheet (THB m) Year Ending Mar	2023	2024	2025E	2026E	2027
angible fixed assets (gross)	24,700	24,904	26,458	28,012	29,57
,,		,		,	*
ess: Accumulated depreciation	(16,231)	(17,006)	(18,570)	(20,117)	(21,674
Tangible fixed assets (net)	8,469	7,899	7,888	7,895	7,90
ntangible fixed assets (net)	940	873	899	926	95
ong-term financial assets	1,702	1,898	2,098	2,098	2,09
vest. in associates & subsidiaries	2,023	2,205	2,205	2,205	2,20
Cash & equivalents	2,084	2,000	994	1,109	1,00
/C receivable	2,557	2,390	2,144	2,150	2,21
nventories	591	504	524	529	55
Other current assets	5,933	6,934	7,590	7,591	7,59
Current assets	11,165	11,829	11,252	11,379	11,37
Other assets	25	75	65	67	7
otal assets	24,325	24,778	24,406	24,568	24,60
	•	21,702		22,180	
Common equity	21,287		21,978	,	22,23
Ainorities etc.	0	0	0	0	
otal shareholders' equity	21,287	21,702	21,978	22,180	22,23
ong term debt	-	-	-	-	
Other long-term liabilities	1,046	1,140	717	705	69
ong-term liabilities	1,046	1,140	717	705	69
√C payable	1,001	964	844	822	82
hort term debt	-	-	-	-	
Other current liabilities	991	972	867	861	85
current liabilities	1,992	1,936	1,711	1,683	1,67
otal liabilities and shareholders' equity	24,325	24,778	24,406	24,568	24,60
let working capital	7,089	7,893	8,547	8,587	8,69
nvested capital	20,249	20,842	21,702	21,776	21,92
Includes convertibles and preferred stock which is being		20,042	21,702	21,770	21,02
<u> </u>	<u> </u>				
er share (THB)	077.00	200.00	200.00	000.40	000.4
ook value per share	277.80	283.22	286.83	289.46	290.1
angible book value per share	265.53	271.84	275.10	277.38	277.7
inancial strength					
let debt/equity (%)	(9.8)	(9.2)	(4.5)	(5.0)	(4.5
let debt/total assets (%)	(8.6)	(8.1)	(4.1)	(4.5)	(4.1
Current ratio (x)	5.6	6.1	6.6	6.8	<b>`</b> 6.
CF interest cover (x)	-	-	-	-	
'aluation	2023	2024	2025E	2026E	2027
ecurring P/E (x) *	9.6	9.7	11.0	9.5	9
Recurring P/E @ target price (x) *	9.2	9.3	10.6	9.2	9
Reported P/E (x)	9.6	9.5	13.2	9.5	9
Pividend yield (%)	9.2	9.2	6.1	8.4	8
rice/book (x)	0.8	0.8	0.8	0.8	0
rice/tangible book (x)	0.8	0.8	0.8	0.8	0
V/EBITDA (x) **	4.4	4.4	5.1	4.6	4
V/EBITDA (x)	4.4	4.4	4.9	4.5	4
VILLULUS IIV ISIUSI DIILE IAI	4 /	4.∠	4.9	4.5	4
V/invested capital (x)	0.7	0.7	0.7	0.7	0

Sources: Thai Stanley Electric; 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 anr	ed on the comp nual S&P Globa	ransparent, rules-based panies' Total Sustainabili Il Corporate Sustainabilit nies 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 be Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tra must pass the par trading of the shareholders, come key disque ependent direct related to CG,	ity in Environmental and insparency in Governand preemptive criteria, with e board members and ex and combined holding in alifying criteria include: 1 ors and free float violatic social & environmental in arnings in red for > 3 year	ce, updated annually. two crucial conditions: tecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 4) equity in	nature of the relevant industry and materiality.					
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (St	the Thai IOD, v	in sustainable developn vith support from the Sto s are from the perspectiv	ck Exchange of	Good (80-89), and not rated for equitable treater	3 for Good (70 or scores belo ment of shareh 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings nolders (weight 2 osure & transpare	60-69), 1 for P s include: 1) th 5% combined	lass (60-69), ne rights; 2) an ); 3) the role o	
AGM level By Thai nvestors Association TIA) with support from he SEC	treatment ar transparent out of five th criteria cove date (45%), circulation of s exercised. The and verifiability	quantifies the extent to which shareholders' rights and equitable eatment are incorporated into business operations and information is ansparent and sufficiently disclosed. All form important elements of two at of five the CG components to be evaluated annually. The assessment iteria cover AGM procedures before the meeting (45%), at the meeting ate (45%), and after the meeting (10%). (The first assesses 1) advance roulation of sufficient information for voting; and 2) facilitating how voting rights can be recrised. 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 yould contain discussion issues, resolutions and voting results.)								
Final 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 c Certification is eciding to become Intent to kick off a ncluding risk asse	hecklist include corruptions, and the monitoring and good for three years.  e good for three years.  e a CAC certified member stan 18-month deadline to subsement, in place of policy and blishment of whistleblowing 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 Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.					
Morningstar Sustainalytics	based on an risk is unma	assessment of naged. Sources	k rating provides an ove f how much of a compan to be reviewed include corpo er media, NGO reports/webs	ny's exposure to ESG prate publications and			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	<b>High</b> 30-40	Severe 40+	
ESG Book	positioned to the principle helps explai over-weighti	o outperform ov of financial ma n future risk-ad	ustainable companies the rer the long term. The me teriality including informa justed performance. Mat in higher materiality and in ly basis.	ethodology considers ation that significantly eriality is applied by	scores using m	ateriality-base	ated as a weight ad weights. The s ndicating better p	core is scaled		
<u>MSCI</u>				anagement of financially their exposure to ESG ris					nethodology to	
	AAA	8.571-10.000						•		
	AA	7.143-8.570	Leader:	leading its industry in m	anaging the most s	igrillicant ESG fi	sks and opportunitie	55		
	Α	5.714-7.142								
	BBB	4.286-5.713	Average:	a mixed or unexceptional industry peers	al track record of m	anaging the mos	st significant ESG ris	sks and opportu	nities relative to	
	ВВ	2.857-4.285		,, -						
	В	1.429-2.856	Laggard:	lagging its industry base	ed on its high expos	ure and failure t	o manade significar	nt ESG risks		
	ccc	0.000-1.428	Luggara.			S a.iu iuliui 6 l	a.iago oigiiiiloal	1101/3		
loody's ESG olutions	believes tha	t a company int		take into account ESG o to its business model and medium to long term.						
Refinitiv ESG ating	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	id impacts	
Bloomberg	compared to its peers within the same industry classification. The score ranges from 0 to 100.  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.									

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

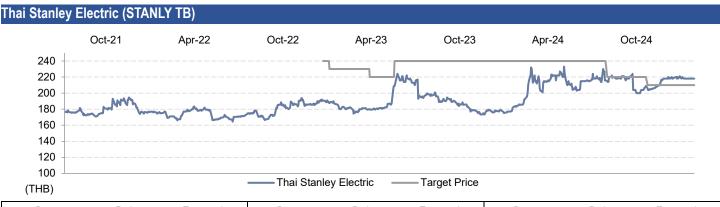
#### Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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.

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

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



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
19-Jan-2023	BUY	240.00	10-Apr-2023	BUY	220.00	24-May-2024	HOLD	220.00
30-Jan-2023	BUY	230.00	23-May-2023	BUY	240.00	02-Aug-2024	HOLD	210.00

Jitra Amornthum started covering this stock from 19-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Thai Stanley Electric	STANLY TB	THB 218.00	HOLD	Downside and upside risks to our P/E-based TP include 1) weak or solid global automotive demand; 2) higher or lower raw material prices and utility costs; 3) global semiconductor shortages or a glut; and 4) fluctuations in the THB.

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 25-Oct-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.