EQUITY RESEARCH - RESULTS FLASH

KCG CORPORATION

KCG TB

THAILAND / FOOD & BEVERAGE





TARGET PRICE	THB13.00
CLOSE	THB8.90
UP/DOWNSIDE	+46.1%
TD va CONCENCUE	14 00/

3Q24 results at first glance

กำไรสุทธิ 3Q24 -19%q-q, +39%y-y ตามเราและตลาดคาด

Highlights

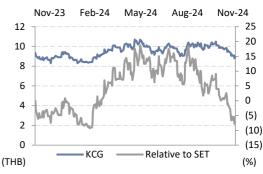
- KCG รายงานกำไรสุทธิ 3Q24 เท่ากับ 77 ล้านบาท เติบโต 39% y-y หนุนจาก รายได้เพิ่มขึ้นของการออกสินค้าใหม่ และอัตราการใช้กำลังผลิตเพิ่มขึ้นต่อเนื่องทำ ให้เกิดการประหยัดเนื่องจากขนาด แต่กำไรลดลง 19% q-q หลักๆมาจากตันทุน วัตถุดิบที่สูงขึ้นตามคาด
- โดยรายได้ 3Q24 เพิ่มขึ้น 3.8% q-q, 4.3% y-y จากการเติบโตของยอดขายในกลุ่ม
 ผลิตภัณฑ์ที่ทำจากนม และผลิตภัณฑ์สำหรับประกอบอาหารและเบเกอรี่ และเป็น
 การเพิ่มขึ้นตามฤดูกาลหลังผ่าน low season ใน Q2
- สำหรับอัตรากำไรขั้นต้นปรับลงมาอยู่ที่ 30.3% จาก 31.8% ใน 2Q24 แต่เพิ่มขึ้น จาก 29.9% ใน 3Q23 เนื่องจากราคาน้ำมันเนยที่คิดเป็นประมาณ 15% ของต้นทุน รวมมีราคาแพงขึ้นกว่า 20% q-q ขณะที่ราคาวัตถุดิบอื่นปรับลงแต่ไม่สามารถ ชดเชยได้หมด ส่วนค่าใช้จ่ายในการดำเนินงานยังอยู่ระดับสูง จากค่าใช้จ่ายในการ ขนย้ายสินค้าเข้าสู่คลังใหม่ของโครงการ Logistic Park ในช่วงแรก

Outlook

- กำไรสุทธิ 9M24 อยู่ที่ 243 ล้านบาท +47% y-y คิดเป็น 63% ของประมาณการทั้ง
 ปี 2024 และเรายังคงประมาณการกำไรสุทธิปี 2024 ที่ 388 ล้านบาท +26% y-y
 และปี 2025 ที่ 447 ล้านบาท +16% y-y
- แนวโน้มกำไรสุทธิ 4Q24 จะเร่งขึ้นจากช่วง Festive Season ของธุรกิจ ประกอบ กับโครงการ Logistic Park จะเปิดดำเนินการ ซึ่งจะช่วยลดตันทุนการขนส่งและลด ค่าเช่าในการจัดเก็บสต๊อกสินค้าและยังสามารถชดเชยตันทุนวัตถุดิบที่ปรับขึ้นได้ บางส่วน ส่วนราคาเนยในปัจจุบันได้ปรับลดลงบ้าง แต่ยังอยู่ในระดับสูงอาจทำให้ ตันทุนวัตถุดิบยังอยู่ในระดับสูงต่อเนื่องจากไตรมาสที่ผ่านมา
- เรายังแนะนำ ซื้อ จากแนวโน้มการเติบโตของกำไรที่แข็งแกร่งต่อเนื่อง และ
 Valuation ถูก ด้วยราคาหุ้นปัจจุบันเทรดที่ P/E ปี 2024 เพียง 13 เท่า ต่ำกว่า คำเฉลี่ย 15 เท่า ของกลุ่มอาหารและเครื่องดื่ม คงราคาเป้าหมาย 13 บาท

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	7,157	8,143	9,364	10,768
Net profit	306	388	447	514
EPS (THB)	0.56	0.71	0.82	0.94
vs Consensus (%)	-	-	(1.2)	0.3
EBITDA	599	694	778	871
Recurring net profit	293	369	428	495
Core EPS (THB)	0.54	0.68	0.79	0.91
EPS growth (%)	5.3	25.8	16.1	15.7
Core P/E (x)	16.6	13.2	11.3	9.8
Dividend yield (%)	3.4	4.0	4.6	5.3
EV/EBITDA (x)	10.8	9.2	8.0	6.9
Price/book (x)	1.8	1.7	1.5	1.4
Net debt/Equity (%)	59.8	53.3	43.3	33.3
ROE (%)	15.1	13.2	14.1	15.0



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(11.9)	(2.7)	(19.1)
Relative to country (%)	(10.8)	(13.0)	(22.7)
Mkt cap (USD m)			140
3m avg. daily turnover (USD m)			8.0
Free float (%)			27
Major shareholder	Fan	nily of found	ders (72%)
12m high/low (THB)			11.40/8.25
Issued shares (m)			545.00

Sources: Bloomberg consensus; FSSIA estimates



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KCG Corporation Songklod Wongchai KCG TB

Exhibit 1: KCG - 3Q24 results summary

Profit & Loss Statement	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	Cha	nge		9M24	
Year to Dec 31	(THB m)	(q-q %)	(y-y %)	(THB m)	(y-y%)	(%24E)						
Revenue	1,708	1,561	1,681	2,207	1,786	1,689	1,753	3.8	4.3	5,227	6	64
Gross profit	461	463	502	721	545	537	531	(1.2)	5.8	1,614	13	65
Operating costs	379	383	424	543	431	415	431	3.8	1.7	1,277	8	64
Operating profit	82	80	78	179	114	122	100	(18.0)	27.7	336	40	68
Other income	15	10	13	10	12	10	12	23.2	(7.9)	33	(11)	38
Interest expense	23	23	18	16	14	12	14	21.7	(23.9)	40	(38)	50
Profit before tax	74	67	73	173	91	120	98	(18.6)	34.6	309	45	66
Tax	16	16	17	31	20	26	21	(18.3)	21.4	66	35	66
Reported net profit	58	51	55	141	72	94	77	(18.7)	38.7	243	47	63
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)	
Gross margin	27.0	29.6	29.9	32.7	30.5	31.8	30.3	1.3	2.2	30.9	2.1	
SG&A / Sales	22.2	24.5	25.2	24.6	24.1	24.6	24.6	0.5	0.1	24.4	0.5	
Effective tax rate	21.2	23.8	23.8	18.2	21.4	21.4	21.5	0.0	(2.4)	21.4	(1.5)	

Sources: KCG; FSSIA estimates

Exhibit 2: B2C Innovation/Health/Convenience



Source: KCG Source: KCG

Exhibit 4: รายได้และอัตราการเติบโต



Sources: KCG, FSSIA estimate

Exhibit 5: กำไรสุทธิและอัตราการเติบโต



Sources: KCG, FSSIA estimate

Financial Statements

KCG Corporation

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	6,157	7,157	8,143	9,364	10,768
Cost of goods sold	(4,391)	(5,010)	(5,659)	(6,508)	(7,484)
Gross profit	1,766	2,146	2,483	2,856	3,284
Other operating income	0	0	0	0	0
Operating costs	(1,475)	(1,728)	(1,987)	(2,285)	(2,628)
Operating EBITDA	476	599	694	778	871
Depreciation	(185)	(181)	(197)	(207)	(214)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	291	418	497	571	657
Net financing costs	(53)	(80)	(80)	(80)	(80)
Associates	0	0	0	0	0
Recurring non-operating income	34	35	53	54	54
Non-recurring items	42	13	19	19	19
Profit before tax	315	386	489	564	650
Tax	(74)	(80)	(101)	(117)	(136)
Profit after tax	241	306	388	447	514
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	241	306	388	447	514
Non-recurring items & goodwill (net)	(42)	(13)	(19)	(19)	(19)
Recurring net profit	199	293	369	428	495
Per share (THB)					
Recurring EPS *	0.51	0.54	0.68	0.79	0.91
Reported EPS	0.62	0.56	0.71	0.82	0.94
DPS	1.35	0.30	0.36	0.41	0.47
Diluted shares (used to calculate per share data)	390	545	545	545	545
Growth					
Revenue (%)	17.4	16.2	13.8	15.0	15.0
Operating EBITDA (%)	(19.5)	25.8	15.8	12.2	11.9
Operating EBIT (%)	(29.9)	43.5	18.8	15.0	15.0
Recurring EPS (%)	(34.2)	5.3	25.8	16.1	15.7
Reported EPS (%)	(20.5)	(9.3)	26.9	15.3	15.0
Operating performance	· · · · · · · · · · · · · · · · · · ·	, ,			
Gross margin inc. depreciation (%)	28.7	30.0	30.5	30.5	30.5
Gross margin exc. depreciation (%)	31.7	32.5	32.9	32.7	32.5
Operating EBITDA margin (%)	7.7	8.4	8.5	8.3	8.1
Operating EBIT margin (%)	4.7	5.8	6.1	6.1	6.1
Net margin (%)	3.2	4.1	4.5	4.6	4.6
Effective tax rate (%)	27.0	21.5	21.5	21.5	21.5
Dividend payout on recurring profit (%)	263.5	55.8	52.6	52.2	51.9
Interest cover (X)	6.2	5.7	6.9	7.8	8.9
Inventory days	108.7	106.5	86.1	7.6 74.6	64.7
Debtor days	72.5	74.6	77.8	77.4	77.4
Creditor days	97.7	79.9	69.5	68.7	68.5
Operating ROIC (%)	6.6	79.9 8.3	8.9	10.0	11.4
	6.8	8.4	9.4	10.4	11.4
ROIC (%)					
ROE (%)	14.9	15.1	13.2	14.1	15.0
ROA (%) * Pre exceptional, pre-goodwill and fully diluted	4.7	6.2	7.1	7.6	8.0
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Daily products	3,598	4,087	4,886	5,618	6,461
Food and bakery ingredients	1,734	2,061	2,280	2,622	3,015
Biscuits	825	1,009	977	1,124	1,292

Sources: KCG Corporation; FSSIA estimates

Financial Statements

KCG Corporation

ash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026
Recurring net profit	199	293	369	428	49
Depreciation	185	181	197	207	21
ssociates & minorities	0	0	0	0	
Other non-cash items	0	0	0	0	
change in working capital	(216)	(433)	(80)	(118)	(120
ash flow from operations	168	41	486	517	58
Capex - maintenance	(200)	(653)	(275)	(150)	(150
Capex - new investment	0	0	0	0	
let acquisitions & disposals	(666)	379	(3)	(4)	(4
Other investments (net)	0	0	0	0	
ash flow from investing	(867)	(275)	(278)	(154)	(154
Dividends paid	(525)	(164)	(194)	(224)	(25)
quity finance	(24)	1,368	25	25	2
Debt finance	1,227	(1,023)	(8)	(3)	(;
Other financing cash flows	0	0	0	0	
ash flow from financing	679	181	(176)	(202)	(23
lon-recurring cash flows	-	-	-	-	
Other adjustments	42	13	19	19	1
let other adjustments	42	13	19	19	1
lovement in cash	21	(40)	50	181	21
ree cash flow to firm (FCFF)	(646.65)	(153.89)	287.79	443.52	514.5
ree cash flow to equity (FCFE)	569.66	(1,244.50)	219.39	379.32	450.9
er share (THB)					
CFF per share	(1.19)	(0.28)	0.53	0.81	0.9
CFE per share	1.05	(2.28)	0.40	0.70	3.0
Recurring cash flow per share	0.98	0.87	1.04	1.17	1.3
Salance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026
angible fixed assets (gross) ess: Accumulated depreciation	3,525 (1,643)	4,055 (1,701)	4,330 (1,898)	4,480 (2,105)	4,63 (2,31)
angible fixed assets (net)	1,881	2,354	2,432	2,375	2,31
ntangible fixed assets (net)	0	2,334	0	2,373	2,3
ong-term financial assets	0	0	0	0	
ong-term manicial assets ovest. in associates & subsidiaries	0	0	0	0	
Cash & equivalents	375	334	384	565	78
/C receivable	1,302	1,623	1,846	2,123	2,44
nventories	1,531	1,288	1,288	1,288	1,28
Other current assets	1,551	61	70	80	1,20
current assets	3,332	3,307	3,589	4,057	4,60
Other assets	326	210	239	275	3
otal assets	5,540	5,871	6,260	6,707	7,2 :
Common equity	1,184	2,695	2,913	3,162	3,44
Minorities etc.	0	2,095	2,913	0	3,4-
otal shareholders' equity	1,184	2,695	2,913	3,162	3,44
ong term debt	283	65	58	54	3,4
Other long-term liabilities	168	188	214	246	28
ong-term liabilities	450	253	271	300	
√C payable	1,137	977	1,103	1,268	3 3 1,45
Short term debt	2,686	1,881	1,881	1,881	1,48
Other current liabilities Current liabilities	83	67	93	97	1.
	3,906	2,924	3,077	3,246	3,4
otal liabilities and shareholders' equity	5,540	5,872	6,261	6,708	7,2 3
let working capital	1,738	1,929	2,009	2,126	,
nvested capital Includes convertibles and preferred stock which is be	3,946 ing treated as debt	4,493	4,680	4,776	4,87
·	J				
er share (THB)		4.5.			
look value per share	3.03	4.94	5.35	5.80	6.3
angible book value per share	3.03	4.94	5.35	5.80	6.3
inancial strength					
let debt/equity (%)	219.2	59.8	53.3	43.3	33
let debt/total assets (%)	46.8	27.4	24.8	20.4	15
Current ratio (x)	0.9	1.1	1.2	1.2	1
F interest cover (x)	11.8	(14.6)	3.7	5.7	6
'aluation	2022	2023	2024E	2025E	2026
Recurring P/E (x) *	17.4	16.6	13.2	11.3	9
Recurring P/E @ target price (x) *	25.5	24.2	19.2	16.6	14
Reported P/E (x)	14.4	15.9	12.5	10.9	9
ividend yield (%)	15.1	3.4	4.0	4.6	5
rice/book (x)	2.9	3.4 1.8	4.0 1.7	4.6 1.5	1
rrice/book (x) rrice/tangible book (x)	2.9	1.8	1.7	1.5	1
V/EBITDA (x) **					
* *	12.7	10.8	9.2	8.0 10.9	6
V/EBITDA @ target price (x) ** V/invested capital (x)	16.1 1.5	14.5 1.4	12.5 1.4	1.3	1

Sources: KCG Corporation; 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 partrading 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	To be eligible for <u>THSI inclusion</u> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJS during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <u>SETTHSI Index</u> 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 maximum, and no cap for number of stocks.					
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (SI	the Thai IOD, v	n in sustainable developn with support from the Sto s are from the perspectiv i.	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	ass (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	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%). (The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)								
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 ce Certification is deciding to become intent to kick off a notuding risk asse	checklist include corruptions, and the monitoring and so good for three years. The a CAC certified member stan 18-month deadline to subsessment, in place of policy and bilishment of whistleblowing stakeholders.)	nd developing of art by submitting a mit the CAC Checklist for ad control, training of	passed Checklist will move for granting certification by the CAC Counciling 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	ny's exposure to ESG orate publications and			score is the sum higher ESG risk		ed risk. The	
	information, co		, ESG controversies, issuer t		NEGL 0-10	Low 10-20	Medium 20-30	High 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 ver the long term. The me ateriality including informa justed performance. Mat h higher materiality and in thy basis.	ethodology considers ation that significantly teriality 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	ai 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 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 int		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 perfe sification. The score ran			of ESG risks, op	portunities, ar	id impacts	
Bloomberg	ESG Score		score is based on Bloom	ating the company's aggr mberg's view of ESG fina the weights are determin	ncial materiality.	The score is	a weighted gener	ralized mean	(power mean)	

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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Songklod Wongchai 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
12-Dec-2023	BUY	12.00	21-May-2024	BUY	12.80	20-Aug-2024	BUY	13.00

Songklod Wongchai started covering this stock from 12-Dec-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
KCG Corporation	KCG TB	THB 8.90		1) ราคาวัตถุดิบปรับขึ้นมากกว่าคาด 2) ค่าเงินบาทอ่อนค่าจะกระทบต่อตันทุนนำเข้าสินค้าและวัตถุดิบที่สูงขึ้น 3) แผนการขยายกำลังผลิตไม่เป็นไปตามแผน

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-Nov-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.