EQUITY RESEARCH – RESULTS FLASH

# THAI STANLEY ELECTRIC



# **STANLY TB**

# 

# **3QFY25 results at first glance**

# Earnings in line, but no signs of recovery yet

# Highlights

- STANLY reported a net profit of THB310m for 3QFY25 (October-December 2024), in line with our expectations, reflecting a decline of 5.1% q-q and 29.9% y-y. This performance follows a contraction in revenue by 8.8% q-q and 18.3% y-y, down to THB2.9b. Revenue levels were comparable to 1QFY25 (April-June 2024) and slightly higher than during COVID-19.
- As a result, for the 9MFY25 period (April 2024-March 2025), revenue decreased by 13.9% y-y, while net profit dropped by 24.6% y-y.
- STANLY's revenue followed the same trend as the overall industry. Specifically, Thailand's auto production during 11M24 declined by 20.1% y-y, with a 26.7% y-y contraction in domestic sales and an 8.2% y-y fall in exports.
- The gross profit margin in 3QFY25 declined from the previous quarter to 19.8% due to underutilized production capacity. Meanwhile, selling and administrative expenses remained high at 12.3% of revenue, compared to the normal range of 7%-8%, largely driven by the ongoing impairment charges on machinery and equipment.
- Additionally, there was no dividend income from subsidiaries during the quarter, nor were there any significant one-time items, such as notable FX gains or losses.

# Outlook

- The net profit for 9MFY25 already accounts for 79% of our full-year estimate of THB1.3b (-27.8 y-y). However, the recovery of the domestic automotive industry remains sluggish, and we expect it to take considerable time to return to normal levels due to cautious spending and changing consumer behavior.
- We maintain our profit forecast for STANLY and reiterate our TP of THB210. Although this is below the current share price, we expect a dividend yield of around 6% per annum. Moreover, we estimate the company will pay a dividend of THB13 per share. Therefore, we maintain our HOLD rating.

# TARGET PRICE THB210.00 CLOSE THB218.00 UP/DOWNSIDE -3.7% TP vs CONSENSUS +2.6%

# **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)	17.9	4.3
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 (%)	(0.5)	0.0	6.0				
Relative to country (%)	2.7	9.4	6.9				
Mkt cap (USD m) 491							
3m avg. daily turnover (USD m) 0.3							
Free float (%) 34							
Major shareholder Stanley Electric Holding Asia-Pacific Pte., Ltd. (36%)							

(50%)	
12m high/low (THB)	223.00/189.05
Issued shares (m)	76.63

Sources: Bloomberg consensus; FSSIA estimates



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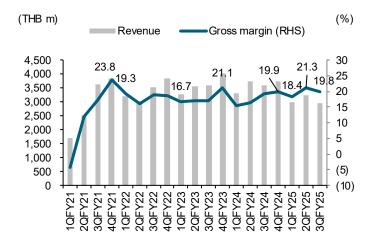
PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

# Exhibit 1: STANLY - 3QFY25 results summary

	-										
Year to Mar 31	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	Cha	nge	9MFY24	9MFY25	Change	% of
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	FY25E				
Sales	3,607	3,722	2,996	3,231	2,946	(8.8)	(18.3)	10,658	9,173	(13.9)	70.3
Cost of sales	(2,915)	(2,980)	(2,444)	(2,543)	(2,363)	(7.1)	(19.0)	(8,849)	(7,350)	(16.9)	69.2
Gross profit	692	742	552	688	583	(15.2)	(15.7)	1,809	1,823	0.8	75.1
Operating costs	(286)	(294)	(308)	(323)	(363)	12.3	27.0	(835)	(994)	19.0	77.8
Operating profit	406	448	244	364	220	(39.6)	(45.8)	974	829	(14.9)	72.2
Operating EBITDA	853	915	652	900	634	(29.6)	(25.7)	2,436	2,186	(10.3)	71.2
Other income	56	66	44	173	50	(71.3)	(11.7)	280	266	(4.7)	74.2
Interest expense	0	0	0	0	0	0.0	0.0	0	0	0.0	0.0
Profit before tax	462	514	288	537	270	(49.8)	(41.6)	1,253	1,095	(12.6)	72.7
Tax	(111)	(125)	(78)	(65)	(80)	22.0	(28.1)	(297)	(223)	(24.8)	63.6
Associates	102	93	94	105	120	15.1	17.8	285	319	11.8	89.2
Extra items	(10)	22	4	(249)	0	nm	nm	12	(245)	nm	nm
Reported net profit	443	503	308	327	310	(5.1)	(29.9)	1,253	945	(24.6)	74.6
Core profit	453	482	304	576	310	(46.1)	(31.6)	1,242	1,190	(4.1)	78.7
Reported EPS (THB)	5.78	6.57	4.02	4.27	4.05	(5.1)	(29.9)	16.36	12.34	(24.6)	74.6
Core EPS (THB)	5.92	6.29	3.96	7.52	4.05	(46.1)	(31.6)	16.20	15.53	(4.1)	78.7
Key Ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)	
Gross margin	19.2	19.9	18.4	21.3	19.8	2.9	5.0	17.0	19.9	2.9	
Operating margin	12.8	13.8	9.6	16.6	9.2	7.0	3.1	11.8	11.9	0.2	
EBITDA margin	23.7	24.6	21.8	27.8	21.5	6.1	3.9	22.9	23.8	1.0	
Core profit margin	12.6	12.9	10.1	17.8	10.5	7.7	4.9	11.6	13.0	1.3	
SG&A / Sales	7.9	7.9	10.3	10.0	12.3	(0.3)	2.5	7.8	10.8	3.0	

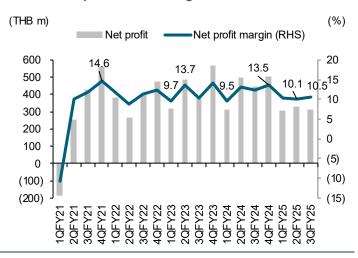
Sources: STANLY, FSSIA estimates

# Exhibit 2: Revenue and gross margin



Sources: STANLY, FSSIA's compilation

### Exhibit 3: Net profit and net margin



Sources: STANLY, FSSIA's compilation

# **FINANSIA**

# **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	1,103
Other operating income	1,795	1,904	1,923	1,899	1,906
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	0
Operating EBIT	1,763	1,768	1,507	1,813	1,822
Net financing costs	0	0	0	0	0
Associates	387	378	357	364	365
Recurring non-operating income	387	378	357	364	365
Non-recurring items	4	33	(245)	0	0
Profit before tax	2,154	2,179	1,619	2,178	2,187
Тах	(408)	(422)	(351)	(421)	(423)
Profit after tax	1,746	1,757	1,268	1,757	1,764
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,746	1,757	1,268	1,757	1,764
Non-recurring items & goodwill (net)	(4)	(33)	245	0	0
Recurring net profit	1,742	1,724	1,513	1,757	1,764
Per share (THB)					
Recurring EPS *	22.73	22.49	19.74	22.93	23.02
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	77
Growth					
Revenue (%)	6.4	(0.5)	(9.3)	2.0	5.0
Operating EBITDA (%)	4.8	0.4	(7.6)	9.4	0.6
Operating EBIT (%)	11.3	0.3	(14.8)	20.4	0.5
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					
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	19.1
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	12.6
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
Interest cover (X)	-	-	-	-	-
Inventory days	20.2	16.9	17.7	17.9	17.5
Debtor days	65.4	62.8	63.4	58.9	57.1
Creditor days	31.7	30.3	31.1	28.4	26.5
Operating ROIC (%)	9.2	8.6	7.2	8.5	8.5
ROIC (%)	8.6	7.9	6.7	7.7	7.7
ROE (%)	8.4	8.0	6.9	8.0	7.9
ROA (%)	7.4	7.0	6.2	7.2	7.2
* 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
Molds & dies and product designs	119	223	161	162	166

Sources: Thai Stanley Electric; FSSIA estimates

# Financial Statements Thai Stanley Electric

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	1,742	1,724	1,513	1,757	1,764
Depreciation	1,548	1,558	1,565	1,547	1,557
Associates & minorities	(387)	(378)	(357)	(364)	(365)
Other non-cash items	(504)	(604)	(699)	819	65
Change in working capital	(202)	(116)	300	(662)	(116)
Cash flow from operations	2,197	2,183	2,321	3,096	2,905
•		2,183	2,321	<b>3,090</b> 0	2,905
Capex - maintenance	0				
Capex - new investment	(677)	(749)	(889)	(907)	(908)
let acquisitions & disposals	-	-	-	-	-
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)	(1,532)	(1,014)	(1,406)	(1,411)
Equity finance	0	0	0	0	0
Debt finance	0	0	0	0	0
Other financing cash flows	-	-	-	-	-
Cash flow from financing	(651)	(1,532)	(1,014)	(1,406)	(1,411)
Ion-recurring cash flows	-	-	-	-	
Other adjustments	794	838	0	32	11
let other adjustments	794	838	(266)	32	11
-			• •	115	
Novement in cash	(572)	(84)	(1,006)		(102)
ree cash flow to firm (FCFF)	(714.86)	610.72	273.83	1,488.52	1,297.72
ree cash flow to equity (FCFE)	79.54	1,448.48	8.16	1,520.41	1,309.09
er share (THB)					
CFF per share	(9.33)	7.97	3.57	19.43	16.94
CFE per share	1.04	18.90	0.11	19.84	17.08
Recurring cash flow per share	31.31	30.00	26.38	49.04	39.42
Balance Sheet (THB m) Year Ending Mar	2023	2024	2025E	2026E	2027E
angible fixed assets (gross)			26,458		29,577
6 (6 )	24,700	24,904		28,012	
ess: Accumulated depreciation	(16,231)	(17,006)	(18,570)	(20,117)	(21,674)
angible fixed assets (net)	8,469	7,899	7,888	7,895	7,903
ntangible fixed assets (net)	940	873	899	926	953
ong-term financial assets	1,702	1,898	2,098	2,098	2,098
nvest. in associates & subsidiaries	2,023	2,205	2,205	2,205	2,205
cash & equivalents	2,084	2,000	994	1,109	1,007
/C receivable	2,557	2,390	2,144	2,150	2,219
nventories	591	504	524	529	557
Dther current assets	5,933	6,934	7,590	7,591	7,592
Current assets	11,165	11,829	11,252	11,379	11,375
		-	-	-	
Other assets	25	75	65	67	70
Total assets	24,325	24,778	24,406	24,568	24,604
Common equity	21,287	21,702	21,978	22,180	22,233
Ainorities etc.	0	0	0	0	0
otal shareholders' equity	21,287	21,702	21,978	22,180	22,233
ong term debt	-	-	-	-	-
Other long-term liabilities	1,046	1,140	717	705	698
.ong-term liabilities	1,046	1,140	717	705	698
/C payable	1,001	964	844	822	821
hort term debt	1,001	504	044	022	021
	-	-	-	-	
Other current liabilities	991	972	867	861	852
Current liabilities	1,992	1,936	1,711	1,683	1,673
otal liabilities and shareholders' equity	24,325	24,778	24,406	24,568	24,604
let working capital	7,089	7,893	8,547	8,587	8,696
ivested capital	20,249	20,842	21,702	21,776	21,924
Includes convertibles and preferred stock which is be	ing treated as debt				
er share (THB)					
ook value per share	277.80	283.22	286.83	289.46	290.15
angible book value per share	265.53	271.84	275.10	277.38	277.71
inancial strength					
5	(0.0)	(0.0)	(4 5)	(E 0)	(A =
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	6.8
F interest cover (x)	-	-	-	-	
aluation	2023	2024	2025E	2026E	2027E
ecurring P/E (x) *	9.6	9.7	11.0	9.5	9.5
ecurring P/E @ target price (x) *	9.2	9.3	10.6	9.2	9.1
eported P/E (x)	9.6	9.5	13.2	9.5	9.5
ividend yield (%)	9.2	9.2	6.1	8.4	8.4
rice/book (x)	0.8	0.8	0.8	0.8	8.0
rice/tangible book (x)	0.8	0.8	0.8	0.8	0.8
V/EBITDA (x) **	4.4	4.4	5.1	4.6	4.6
V/EBITDA @ target price (x) **	4.2	4.2	4.9	4.5	4.5
	o <b>-</b>	0.7	0.7	0.7	0.7
V/invested capital (x)	0.7	0.7	0.7	0.7	0.7

Sources: Thai Stanley Electric; FSSIA estimates



# **Disclaimer for ESG scoring**

ESG score	Methodolog	<u>ay</u>			Rating					
The Dow Jones Sustainability Indices (DJSI) By S&P Global	process bas from the anr Only the top inclusion.	ed on the com nual S&P Glob -ranked comp	transparent, rules-based panies' Total Sustainabil al Corporate Sustainabili anies within each industr	lity Scores resulting ity Assessment (CSA). y are selected for	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.					
SET ESG Ratings List ( <u>SETESG</u> ) by The Stock Exchange of Thailand ( <u>SET</u> )	managing b Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tr must pass the ar trading of th shareholders come key disque pendent direct related to CG,	nsibility in Environmenta ansparency in Governan preemptive criteria, with le board members and e , and combined holding r ualifying criteria include: tors and free float violatio social & environmental i arnings in red for > 3 yea	ice, updated annually. two crucial conditions: xecutives; and 2) free must be >15% of paid- 1) CG score of below on; 3) executives' impacts; 4) equity in	To be eligible for <u>SETESG 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 thature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings companies whos 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% guarterly weight at maximum, and no cap for number of stocks.					
CG Score by Thai Institute of Directors Association (Thai IOD)	annually by Thailand (SI	the Thai IOD,	h in sustainable develop with support from the Sto is are from the perspectiv s.	ock Exchange of	Good (80-89), and not rated f equitable treat	3 for Good (70 or scores belo nent of shareh 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (f w 50. Weightings nolders (weight 2 sure & transpare	60-69), 1 for P include: 1) th 5% combined	ass (60-69), ne rights; 2) and ); 3) the role of	
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment ar transparent out of five th criteria cove date (45%), <i>circulation of s</i> <i>exercised. The</i> <i>and verifiabilit</i>	e incorporated and sufficiently le CG compon r AGM proced and after the r sufficient informa e second assess y; and 3) openne	which shareholders' rights I into business operations y disclosed. All form imporents to be evaluated ann ures before the meeting meeting (10%). (The first a tion for voting; and 2) facilitat es 1) the ease of attending n ses for Q&A. The third involve es, resolutions and voting res	s and information is ortant elements of two nually. The assessment (45%), at the meeting issesses 1) advance ting how voting rights can be neetings; 2) transparency as the meeting minutes that			o four categories: (80-89), and not			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishme policies. The (Companies d Declaration of Certification, ii managers and	nt of key contr e Certification i leciding to becom Intent to kick off ncluding risk ass	Checklist include corrupti ols, and the monitoring a is good for three years. e a CAC certified member s an 18-month deadline to sub essment, in place of policy au ablishment of whistleblowing Il stakeholders.)	and developing of tart by submitting a bmit the CAC Checklist for nd control, training of	passed Checkl	ist will move fo se members a	ed by a committe or granting certific re twelve highly i chievements.	ation by the 0	CAC Council	
<u>Morningstar</u> Sustainalytics	based on an risk is unma regulatory filin	n assessment of naged. Sources gs, news and oth	sk rating provides an ove of how much of a compare s to be reviewed include corp her media, NGO reports/web.	ny's exposure to ESG porate publications and sites, multi-sector			score is the sum higher ESG risk Medium		ed risk. The Severe	
		ompany teedbac uality & peer revi	k, ESG controversies, issuer iews.	feedback on draft ESG	0-10	10-20	20-30	30-40	40+	
ESG Book	positioned to the principle helps explai over-weighti	o outperform o of financial m n future risk-ad	sustainable companies th ver the long term. The m ateriality including inform djusted performance. Ma th higher materiality and rly basis.	ethodology considers nation that significantly teriality is applied by	The total ESG scores using m	score is calcul ateriality-base	ated as a weight d weights. The s idicating better p	ed sum of the core is scaled		
<u>MSCI</u>				anagement of financially their exposure to ESG ri					nethodology to	
	AAA AA	8.571-10.00	Leader:	leading its industry in m	anaging the most s	ignificant ESG ri	sks and opportunitie	es		
	A BBB BB	4.286-5.713 2.857-4.285	5.714-7.142       a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative industry peers         2.857-4.285       a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative industry peers							
	B CCC	1.429-2.856       Laggard:       lagging its industry based on its high exposure and failure to manage significant ESG risks         0.000-1.428       Image: Comparison of the second s								
<u>Moody's ESG</u> solutions	believes tha	t a company ir	, ,	take into account ESG o to its business model an medium to long term.	,		1			
<u>Refinitiv ESG</u> rating	based on pu	blicly available	e and auditable data. The	e a company's relative ES e score ranges from 0 to are 0 to 25 = poor; >25 to 50	100 on relative E	SG performar	nce and insufficie	nt degree of t		
S&P Global				asuring a company's perf ssification. The score ran			of ESG risks, op	portunities, ar	id impacts	
	ESG Score			ating the company's agg mberg's view of ESG fina						
Bloomberg				the weights are determin						

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

# **FINANSIA**

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



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 risks to our P/E-based TP include 1) weak global automotive demand; 2) higher raw material prices and utility costs; 3) global semiconductor shortages; 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 23-Jan-2025 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.

