EQUITY RESEARCH - RESULTS FLASH



SAFE TB

THAILAND / HEALTH CARE SERVICES



UNCHANGED

TARGET PRICE THB10.25
CLOSE THB9.40
UP/DOWNSIDE +9.0%
PRIOR TP THB10.25
CHANGE IN TP UNCHANGED
TP vs CONSENSUS -10.5%

FINANSIA

1Q25 results at first glance

1Q25 กำไรใกล้เคียงคาด

Highlights

- กำไรสุทธิ 1Q25 ที่ 32 ล้านบาท +24% q-q แต่ -53% y-y ใกล้เคียงคาด
- รายได้รวม 176 ลบ. เพิ่มขึ้น 2% q-q แต่ลดลง 30% y-y จากจำนวนรอบของการ
 เก็บไข่ชะลอมาอยู่ที่ 243 รอบ จาก 236 รอบใน 4Q24 และ 385 รอบใน 1Q24 จาก
 จำนวนลูกค้าในประเทศที่ดีขึ้น q-q ขณะที่ลูกค้าต่างชาติลดลงเล็กน้อย q-q แต่ที่
 ลดลงมาก y-y มาจากฐานสูงในปีมังกร และได้รับผลกระทบจากภาวะเศรษฐกิจที่
 อ่อนแอ ลูกค้าระดับบนชะลอการใช้จ่ายต่อสินค้าหรือบริการที่มีราคาสูง
- ส่วนรายได้บริการตรวจพันธุกรรม -3.18% q-q และ -29.7% y-y เพราะราคา ค่าบริการที่ต่ำกว่าปีก่อนจากภาวะการแข่งขันด้านราคาที่สูงขึ้นและอัตราการฝาก ครรภ์ที่ลดลง
- สำหรับอัตรากำไรขั้นตันอยู่ที่ 56.5% เพิ่มขึ้นจาก 53.5% ใน 4Q24 จากค่าเสื่อมที่ ลดลงและการปรับขึ้นค่าบริการสำหรับลูกค้าต่างชาติ แต่ต่ำกว่า 58.4% ใน 1Q24 นอกจากนี้ค่าใช้จ่ายในการขายและดำเนินงานลดลง q-q แต่ทรงตัว y-y

Outlook

- เราคาดโมเมนตัมกำไร 2Q25 จะดีขึ้นต่อเนื่อง q-q แต่ไม่มากและยังลดลง y-y จาก ภาวะเศรษฐกิจไทยที่ยังอ่อนแอ แต่การให้บริการตรวจโครโมโซมที่มีการแข่งขัน ลดลง และการทำกิจกรรมทางการตลาดที่เพิ่มขึ้นทั้งในประเทศและต่างประเทศ นอกจากนี้บริษัทเชื่อว่าในช่วง 2H25 น่าจะเห็นการฟื้นตัวของกำไรต่อเนื่อง โดย บริษัทคาดหวังว่าปีหน้าซึ่งเป็น "ปีม้า" ประชาชนมักจะนิยมให้บุตรหลานเกิดในปีม้า เพื่อเป็นมงคล
- บริษัทยังคงตั้งเป้าหมายการเติบโตของรายได้ปีนี้ 10-15% y-y ถือว่ายังท้าทาย อย่างไรก็ตามเรายังคงประมาณการกำไรสุทธิปี 2025-27 เติบโตเฉลี่ย +9% y-y CAGR และคงราคาเป้าหมาย 10.25 บาท Upside จำกัด รอปัจจัยบวกใหม่และ ความชัดเจนดีล M&A ที่คาดว่าอาจเห็นในปีนี้ คงคำแนะนำ "ถือ"

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	831	863	902	944
Net profit	167	182	201	214
EPS (THB)	0.55	0.60	0.66	0.71
vs Consensus (%)	-	6.6	4.3	2.5
EBITDA	208	226	246	264
Recurring net profit	167	182	201	214
Core EPS (THB)	0.55	0.60	0.66	0.71
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(17.5)	8.7	10.2	6.9
Core P/E (x)	17.1	15.7	14.2	13.3
Dividend yield (%)	6.6	4.7	5.1	5.6
EV/EBITDA (x)	8.8	8.4	8.2	8.2
Price/book (x)	1.6	1.6	1.6	1.6
Net debt/Equity (%)	(57.5)	(52.2)	(46.9)	(41.1)
ROE (%)	9.8	10.1	11.1	12.2



,			` '
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	8.7	(0.5)	(56.7)
Relative to country (%)	0.2	4.5	(51.1)
Mkt cap (USD m)			87
3m avg. daily turnover (USD m)			0.0
Free float (%)			26
Major shareholder	Quangka	nanurug fa	mily (61%)
12m high/low (THB)			23.60/8.50
Issued shares (m)			303.95

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: SAFE - 1Q25 results summary

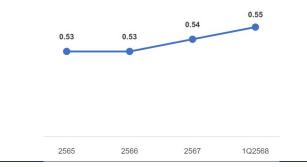
Profit & Loss Statement	1Q24	2Q24	3Q24	4Q24	1Q25	Cha	inge	2024	2025E	Change	% of
Year to Dec 31	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	2025E				
Revenue	251	215	193	172	176	2	(30)	831	863	3.9	20%
Cost of services	105	96	92	80	77	(4)	(27)	373	388	4.2	20%
Gross profit	147	119	100	92	99	8	(32)	458	475	3.6	21%
Operating costs	63	65	62	64	62	(2)	(1)	252	250	(0.6)	25%
Operating profit	84	54	38	28	37	31	(56)	220	238	8.3	15%
Other income	1	5	2	5	3	(36)	150	14	14	3.1	25%
Interest expense	(1)	(1)	(1)	(1)	(1)	0	(3)	(4)	(3)	(13.4)	29%
Profit before tax	84	58	39	34	39	17	(53)	216	235	8.7	17%
Tax	(18)	(12)	(11)	(8)	(8)	(5)	(55)	(49)	(53)	8.7	15%
Reported net profit	67	46	29	25	32	24	(53)	167	182	8.7	17%
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)	
Gross margin	58.4	55.3	52.0	53.5	56.5	3.0	(1.9)	55.1	55.0	(0.1)	
SG&A / Sales	25.0	30.0	32.1	37.1	35.5	(1.6)	10.5	30.3	29.0	(1.3)	
Effective tax rate	20.9	21.3	27.3	24.5	20.0	(4.5)	(0.9)	22.6	22.6	0.0	

Sources: SAFE; FSSIA estimates

Exhibit 2: จำนวนรอบของการเก็บไข่



Exhibit 3: รายได้ต่อจำนวนของรอบการเก็บไข่



Source: SAFE Source: SAFE

Financial Statements

Safe Fertility Group

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	849	831	863	902	944
Cost of goods sold	(380)	(373)	(388)	(406)	(425)
Gross profit	469	458	475	496	519
Other operating income	0	0	0	0	0
Operating costs	(226)	(252)	(250)	(253)	(259)
Operating EBITDA	302	208	226	246	264
Depreciation	(59)	(2)	(2)	(3)	(3)
Goodwill amortisation	0	0	0	0	C
Operating EBIT	243	207	224	244	260
Net financing costs	(3)	(4)	(3)	(3)	(3)
Associates	Ó	Ó	Ó	Ó	Ö
Recurring non-operating income	10	14	14	19	20
Non-recurring items	0	0	0	0	0
Profit before tax	250	216	235	259	277
-ax	(47)	(49)	(53)	(59)	(63)
Profit after tax	203	167	182	201	214
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	C
Other items	0	0	0	0	C
Reported net profit	203	167	182	201	214
lon-recurring items & goodwill (net)	0	0	0	0	
Recurring net profit	203	167	182	201	214
Per share (THB)					
Recurring EPS *	0.67	0.55	0.60	0.66	0.71
Reported EPS	0.67	0.55	0.60	0.66	0.71
DPS	0.15	0.62	0.44	0.48	0.53
Diluted shares (used to calculate per share data)	304	304	304	304	304
Growth					
Revenue (%)	16.8	(2.1)	3.9	4.5	4.7
Operating EBITDA (%)	12.7	(31.1)	8.7	8.7	7.1
Operating EBIT (%)	19.4	(15.1)	8.6	8.5	6.9
Recurring EPS (%)	(7.1)	(17.5)	8.7	10.2	6.9
Reported EPS (%)	(7.1)	(17.5)	8.7	10.2	6.9
Operating performance	(7.1)	(17.5)	0.7	10.2	0.5
Gross margin inc. depreciation (%)	55.3	55.1	55.0	55.0	55.0
Gross margin exc. depreciation (%)	62.2	55.4	55.2	55.3	55.3
Operating EBITDA margin (%)	35.6	25.1	26.2	27.3	27.9
Operating EBIT margin (%)	35.6 28.7	25.1 24.9	26.2 26.0	27.3 27.0	27.8
Net margin (%)	23.9	20.1	20.0	22.2	27.0
Effective tax rate (%)	18.9	22.6	22.6	22.6	22.7
	22.4			72.6	74.9
Dividend payout on recurring profit (%)	73.6	112.6 59.2	73.6 74.0	72.6 81.5	74.8 87.1
nterest cover (X)					
nventory days	64.8	54.5	43.2	41.4	39.6
Debtor days	9.4	11.3	10.9	9.8	10.3
Creditor days	86.1 56.9	82.2	54.9	31.5	32.0
Operating ROIC (%)	56.8	32.3	24.8	23.8	23.3
ROIC (%)	42.0	25.8	21.4	21.1	20.8
ROE (%)	14.2	9.8	10.1	11.1	12.2
ROA (%) Pre-exceptional, pre-goodwill and fully diluted	12.4	8.7	9.2	10.1	11.0
1 11 0					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Revenue from ICSI treatment	667	642	655	675	697
Revenue from genetic testing services for embryos and fetuses	176	169	188	207	228
Revenue from dermatology services	6	20	20	20	20

Sources: Safe Fertility Group ; FSSIA estimates

Financial Statements

Safe Fertility Group

Safe Fertility Group					
Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	203	167	182	201	214
Depreciation	203 59	2	2	3	3
Associates & minorities	(2)	9	0	0	0
Other non-cash items	(1)	(2)	1	0	1
Change in working capital	4	(301)	(67)	(24)	(27)
Cash flow from operations	263	(124)	118	180	191
Capex - maintenance	(43)	(6)	(50)	(50)	(50)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(66)	15	(5)	(6)	(6)
Other investments (net)	0	0	0	0	0
Cash flow from investing	(109)	9	(55)	(56)	(56)
Dividends paid	(46)	(188)	(134)	(146)	(160)
Equity finance	292	144	Ò	(97)	(96)
Debt finance	0	(12)	12	Ó	1
Other financing cash flows	-	-	-	-	-
Cash flow from financing	247	(57)	(122)	(243)	(255)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	12	0	0	0
Net other adjustments	0	12	0	0	0
Movement in cash	400	(160)	(59)	(118)	(120)
Free cash flow to firm (FCFF)	157.16	(111.58)	66.89	127.58	138.64
Free cash flow to equity (FCFE)	153.78	(115.26)	75.40	124.56	136.87
Per share (THB)					
FCFF per share	0.52	(0.37)	0.22	0.42	0.46
FCFE per share	0.52	(0.38)	0.25	0.41	0.45
Recurring cash flow per share	0.85	0.58	0.61	0.67	0.72
Palanca Shoot (TUP m) Year Ending Dec	2023	2024	2025E	2026E	- 20275
Balance Sheet (THB m) Year Ending Dec		2024		2026E	2027E
Tangible fixed assets (gross)	151	144	194	244	294
Less: Accumulated depreciation	0	0	(2)	(5)	(8)
Tangible fixed assets (net)	151	144	192	239	286
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	1,251	1,091	1,033	915	795
A/C receivable	23 65	28 46	24 46	25 46	28 46
Inventories	232	537	558	583	610
Other current assets Current assets	1,571	1,702	1,660	1,569	1,480
Other assets	1,371	161	167	175	183
Total assets	1,894	2,007	2,019	1,983	1,949
Common equity	1,654	1,777	1,825	1,783	1,741
Minorities etc.	4	13	13	13	13
Total shareholders' equity	1,658	1,790	1,838	1,796	1,754
Long term debt	73	61	73	73	74
Other long-term liabilities	38	43	44	46	49
Long-term liabilities	111	104	117	119	123
A/C payable	85	82	34	36	38
Short term debt	0	0	0	0	0
Other current liabilities	40	31	29	31	33
Current liabilities	125	113	63	66	71
Total liabilities and shareholders' equity	1,894	2,007	2,019	1,982	1,948
Net working capital	195	498	564	587	613
Invested capital	518	803	923	1,001	1,082
* Includes convertibles and preferred stock which is beir	ng treated as debt				
Per share (THB)					
Book value per share	5.44	5.85	6.00	5.87	5.73
Tangible book value per share	5.44	5.85	6.00	5.87	5.73
Financial strength	U.TT	0.00	0.00	0.01	0.70
	/71 1\	(57.5)	(52.2)	(46.0)	(44.4)
Net debt/equity (%) Net debt/total assets (%)	(71.1) (62.2)	(57.5) (51.3)	(52.2) (47.5)	(46.9) (42.5)	(41.1) (37.0)
Current ratio (x)	12.6	(51.3) 15.1	26.2	(42.5) 23.7	20.8
Current ratio (x) CF interest cover (x)	45.6	(30.0)	24.4	39.7	43.5
Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	14.1	17.1	15.7	14.2	13.3
Recurring P/E @ target price (x) *	15.3	18.6	17.1	15.5	14.5
Reported P/E (x)	14.1	17.1	15.7	14.2	13.3
Dividend yield (%)	1.6	6.6	4.7	5.1	5.6
Price/book (x)	1.7	1.6	1.6	1.6	1.6
Price/tangible book (x)	1.7	1.6	1.6	1.6	1.6
			0.4	8.2	8.2
EV/EBITDA (x) **	5.6	8.8	8.4		
EV/EBITDA (x) ** EV/EBITDA @ target price (x) **	6.4	10.1	9.6	9.3	9.1
EV/EBITDA (x) ** EV/EBITDA @ target price (x) ** EV/invested capital (x)		10.1 2.3	9.6 2.1	9.3 2.0	

Sources: Safe Fertility 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 and Only the top inclusion.	sed on the com nual S&P Glob -ranked comp	transparent, rules-based o panies' Total Sustainabilit al Corporate Sustainabilit anies within each industry	ty Scores resulting y Assessment (CSA). r 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 Glob 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 ar selected from the Eligible Universe.					
SET ESG Ratings List (SETESG) 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 tr must pass the lar trading of th shareholders some key disque ependent direct related to CG,	nsibility in Environmental ansparency in Governanc preemptive criteria, with t le board members and ex- , and combined holding m Lalifying criteria include: 1 tors and free float violation social & environmental in larnings in red for > 3 year	e, updated annually. wo crucial conditions: ecutives; and 2) free iust be >15% of paid-) CG score of below n; 3) executives' npacts; 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 DJ during the assessment year. The scoring will be fairly weighted against nature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings companies wh 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 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 at maximum, and no cap for number of stocks.					
CG Score by Thai institute of Directors Association Thai IOD)	annually by Thailand (Sl	the Thai IOD,	h in sustainable developm with support from the Stoc is are from the perspective s.	ck Exchange of	Good (80-89), 3 and not rated for equitable treatn	B for Good (70- or scores below nent of shareh 5%); 4) disclos	ories: 5 for Excel -79), 2 for Fair (6 v 50. Weightings olders (weight 2 sure & transpare	60-69), 1 for P s include: 1) th 5% combined	ass (60-69), e rights; 2) and); 3) the role of	
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment at transparent out of five th criteria cove date (45%), circulation of exercised. The and verifiabilit	s the extent to which shareholders' rights and equitable are incorporated into business operations and information is and sufficiently disclosed. All form important elements of two the CG components to be evaluated annually. The assessment ver AGM procedures before the meeting (45%), at the meeting), and after the meeting (10%). (The first assesses 1) advance of sufficient information for voting; and 2) facilitating how voting rights can be the second assesses 1) the ease of attending meetings; 2) transparency lifting and 3) openness for Q&A. The third involves the meeting minutes that ain discussion issues, resolutions and voting results.)								
Thai CAC By Thai Private Sector Collective Action Against Corruption CAC)	establishme policies. The (Companies of Declaration of Certification, is managers and	ent of key contr e Certification in leciding to becon f Intent to kick off including risk ass	Checklist include corruptio ols, and the monitoring an s good for three years. he a CAC certified member sta an 18-month deadline to subressment, in place of policy and ablishment of whistleblowing of the stakeholders.)	nd developing of art by submitting a mit the CAC Checklist for d 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 ar risk is unma	n assessment of naged. Sources	sk rating provides an over of how much of a compan s to be reviewed include corpo	y's exposure to ESG prate publications and	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.					
	information, c		ner media, NGO reports/websi k, ESG controversies, issuer fe iews.		NEGL	Low	Medium	High	Severe	
					0-10	10-20	20-30	30-40	40+	
SG Book	positioned to the principle helps explai over-weight	o outperform o of financial m n future risk-ad	sustainable companies that ver the long term. The me atteriality including informa djusted performance. Mate th higher materiality and rout thy basis.	ethodology considers ation that significantly eriality 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>			measure a company's mand laggards according to the						nethodology to	
	AAA	8.571-10.00	0							
	AA	7.143-8.570	Leader:	leading its industry in m	anaging the most si	yınıncanı ESG fis	къ ани орропи п ітіє	55		
	Α	5.714-7.142	2							
	BBB	4.286-5.713	Average:	a mixed or unexception industry peers	aı track record of ma	inaging the most	significant ESG ris	sks and opportu	nities relative to	
	ВВ	2.857-4.285	5	• •						
	В	1.429-2.856	Laggard:	lagging its industry base	ed on its high expos	ure and failure to	manage significar	nt ESG risks		
	CCC	0.000-1.428	}		g., 5,400		g - o.goai			
Moody's ESG olutions	believes tha	t a company ir	gree to which companies to ntegrating ESG factors into or shareholders over the n	o its business model and	,		•	0,	•	
Refinitiv ESG rating	based on pu	ıblicly available	and objectively measure a e and auditable data. The ta publicly. (Score ratings an	score ranges from 0 to	100 on relative E	SG performan	ce and insufficie	nt degree of to		
S&P Global			re is a relative score meas in the same industry class				of ESG risks, op	portunities, an	d impacts	
Bloomberg	ESG Score		Bloomberg score evalua score is based on Bloom of Pillar Scores, where the	nberg's view of ESG fina	ncial materiality.	The score is a	weighted gene	ralized mean (power mean)	
Bloomberg	of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best. ESG Disclosure Score Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.									

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

Songklod Wongchai FSS International Investment Advisory Securities Co., Ltd

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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 9.40	HOLD	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-May-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.