**EQUITY RESEARCH - RESULTS FLASH** 



# WHA INDUSTRIAL LEASEHOLD REIT

WHAIR TB

THAILAND / PROPERTY FUND & REITS



# 2Q25 results at first glance

# TARGET PRICE THB7.40 CLOSE THB5.50 UP/DOWNSIDE +34.5% TP vs CONSENSUS +2.3%

# กำไร 2Q25 เป็นตามคาด จ่ายเงินปันผล 0.1325 บาทต่อหน่วย Highlights

- WHAIR รายงานกำไรปกติ 172 ล้านบาท -1.4% q-q, +20.0% y-y ตามคาด
- รายได้ในไตรมาสนี้ +0.5% q-q, +15.5% y-y รายได้และกำไรที่เติบโตแรง y-y เนื่องจากในช่วงเดือน ธ.ค. 2024 WHAIR ได้ลงทุนเพิ่มในอาคารโรงงานและ คลังสินค้ารวม 10 ยูนิต พื้นที่รวม 40,172 ตรม. (+9% ของพื้นที่เดิม) ในนิคม อุตสาหกรรมบริเวณ EEC จ.ระยอง และ จ.ชลบุรี มีผู้เช่าเต็ม 100% ตั้งแต่ก่อน กองทรัสต์จะเข้าลงทุน
- ค่าธรรมเนียมผู้บริหารอสังหาฯ เพิ่มขึ้นจากเดิมเล็กน้อย จึงส่งผลให้กำไรปกติลดลง เล็กน้อย -1.4% q-q
- ประเด็นภาษีการค้าของสหรัฐมีผลกระทบจำกัดต่อ WHAIR ก่อนหน้านี้ลูกค้าใหม่
   บางส่วนอาจชะลอการตัดสินใจเพื่อรอดูอัตราภาษีของประเทศต่างๆ ปัจจุบันที่
   แต่ละประเทศในภูมิภาคเอเชียมีอัตราภาษีใกล้เคียงกัน เราเชื่อว่าลูกค้าจะต่ออายุ
   สัญญา ลูกค้าส่วนใหญ่ไม่ใช่ลูกค้าที่ทำธุรกิจส่งออกไปยังสหรัฐ ทั้งนี้ ในปี 2025
   ประมาณ 51.8% ของสัญญาเช่าทั้งหมดจะครบอายุสัญญา
- จุดเด่นของ WHAIR คือทำเลที่ตั้ง โดย 92% ของทรัพย์สินของกองทรัสต์อยู่ใน บริเวณ EEC ดึงดูดความสนใจของนักลงทุนทั้งในและต่างประเทศ อัตราการเช่าอยู่ ในระดับมากกว่า 90% มาโดยตลอด และมี WHAID เป็นผู้พัฒนาที่ดินในนิคม WHAIR จึงมีโอกาสเติบโตไปพร้อมกับกลุ่ม WHA
- WHAIR ประกาศจ่ายเงินปันผลงวด 2Q25 ที่ 0.1325 บาท/หน่วย (yield 2.4%) XD
   18 ส.ค. 2025
- งวด 1H25 WHAIR มีกำไรปกติ 346 ล้านบาท (+20.4% y-y) คิดเป็น 56% ของ ประมาณการทั้งปี ประมาณการของเราอาจมี upside เล็กน้อย

#### Outlook

ผลประกอบการยังมีทิศทางที่ดี ราคาหุ้น WHAIR เทรดที่ PBV เพียง 0.6 เท่า (NAV 2Q25 เท่ากับ 8.579 บาท/หน่วย) ยังคงแนะนำซื้อ

#### **KEY STOCK DATA**

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	883	953	982	1,002
Net profit	316	623	643	658
EPS (THB)	0.33	0.59	0.61	0.62
vs Consensus (%)	-	(8.0)	2.5	7.5
EBITDA	773	823	845	859
Recurring net profit	583	623	643	658
Core EPS (THB)	0.61	0.59	0.61	0.62
EPS growth (%)	3.8	(4.1)	3.2	2.3
Core P/E (x)	9.0	9.3	9.1	8.9
Dividend yield (%)	10.1	9.6	9.9	10.2
EV/EBITDA (x)	12.3	12.3	11.9	11.6
Price/book (x)	0.6	0.7	0.6	0.6
Net debt/Equity (%)	48.2	47.9	46.8	46.2
ROE (%)	6.7	7.0	7.2	7.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	8.9	18.5	(10.6)
Relative to country (%)	(2.2)	14.0	(8.6)
Mkt cap (USD m)			180
3m avg. daily turnover (USD	m)		0.1
Free float (%)			91
Major shareholder	WHA Industri	al Developr	nent (15%)
12m high/low (THB)			6.75/4.12
Issued shares (m)			1,058.81

Sources: Bloomberg consensus; FSSIA estimates



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

Exhibit 1: WHAIR - 2Q25 results summary

Year to Dec 31	2Q24	3Q24	4Q24	1Q25	2Q25	Cha	nge	1H24	1H25	Change	% of
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	25E
Rental and service revenue	217	221	229	250	251	0.5	15.5	432	501	15.9	52.6
Total cost and expense	(34)	(36)	(40)	(35)	(38)	10.2	12.6	(64)	(73)	12.9	46.9
EBITDA	191	193	197	222	217	(2.2)	13.9	382	439	14.8	53.4
Other income	7	8	9	6	4	(39.7)	(43.0)	14	10	(26.6)	48.2
Interest expense	(47)	(48)	(48)	(48)	(45)	(5.0)	(4.6)	(95)	(93)	(2.1)	(46.5)
Net investment income	143	146	150	174	172	(1.4)	20.0	287	346	20.4	55.5
Gain on investment	0	0	0	0	0	nm	nm	0	0	nm	
Gain on revaluation of investment	0	0	(266)	71	0	nm	nm	0	71	nm	
Reported net profit	143	146	(117)	246	172	(30.1)	20.0	287	418	45.2	67.0
Core profit	143	146	150	174	172	(1.4)	20.0	287	346	20.4	55.5
Reported EPS (THB)	0.15	0.15	(0.12)	0.23	0.16	(30.1)	7.6	0.30	0.39	30.3	67.0
Recurring EPS (THB)	0.15	0.15	0.16	0.16	0.16	(1.4)	7.6	0.30	0.33	8.0	55.5
DPU (THB/unit)	0.137	0.223	0.058	0.133	0.133	0.0	(3.4)	0.274	0.265	(3.4)	
NAV (THB/share)	8.95	8.97	8.38	8.55	8.58	0.3	(4.2)	8.95	8.58	(4.2)	
No. of unit (m)	949.62	949.62	1,058.81	1,059.81	1,060.81	0.1	11.7	950	1,061	11.7	

Sources: WHAIR, FSSIA estimates

Exhibit 2: Revenue and core profit

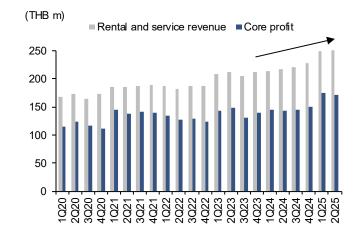
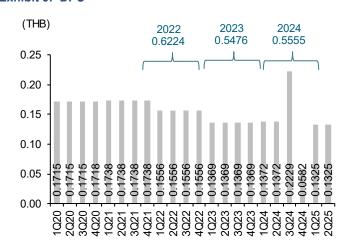


Exhibit 3: DPU



Source: WHAIR Source: WHAIR

## **Financial Statements**

WHA Industrial Leasehold REIT

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	840	883	953	982	1,002
Cost of goods sold	0	0	0	0	0
Gross profit	840	883	953	982	1,002
Other operating income	32	31	25	25	26
Operating costs	(129)	(140)	(155)	(162)	(168)
Operating EBITDA	743	773	823	845	859
Depreciation	0	0	0	0	0
Goodwill amortisation	0	0	0	0	0
Operating EBIT	743	773	823	845	859
Net financing costs	(182)	(190)	(199)	(202)	(202)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	(155)	(266)	0	0	0
Profit before tax	406	316	623	643	658
Tax	0	0	0	0	0
Profit after tax	406	316	623	643	658
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	406	316	623	643	658
Non-recurring items & goodwill (net)	155	266	0	0	0
Recurring net profit	561	583	623	643	658
Per share (THB)					
Recurring EPS *	0.59	0.61	0.59	0.61	0.62
Reported EPS	0.43	0.33	0.59	0.61	0.62
DPS	0.55	0.56	0.53	0.55	0.56
Diluted shares (used to calculate per share data)	950	950	1,059	1,059	1,059
Growth					
Revenue (%)	12.7	5.1	7.9	3.0	2.0
Operating EBITDA (%)	19.3	4.1	6.4	2.7	1.7
Operating EBIT (%)	19.3	4.1	6.4	2.7	1.7
Recurring EPS (%)	8.9	3.8	(4.1)	3.2	2.3
Reported EPS (%)	(30.4)	(22.1)	76.7	3.2	2.3
Operating performance					
Gross margin inc. depreciation (%)	100.0	100.0	100.0	100.0	100.0
Gross margin exc. depreciation (%)	100.0	100.0	100.0	100.0	100.0
Operating EBITDA margin (%)	88.4	87.6	86.3	86.0	85.8
Operating EBIT margin (%)	88.4	87.6	86.3	86.0	85.8
Net margin (%)	66.8	66.0	65.4	65.5	65.7
Effective tax rate (%)	0.0	0.0	0.0	0.0	0.0
Dividend payout on recurring profit (%)	92.7	90.5	90.0	90.0	90.0
Interest cover (X)	4.1	4.1	4.1	4.2	4.3
Inventory days	-	-	-	-	-
Debtor days	-	-	-	-	0.2
Creditor days	-	-	-	-	-
Operating ROIC (%)	5.9	6.0	6.2	6.4	-
ROIC (%)	5.9	6.0	6.2	6.4	-
ROE (%)	6.6	6.7	7.0	7.2	7.3
ROA (%)	5.6	5.7	5.9	6.0	4.7
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Rental and service income	840	883	953	982	1,002
Occasion MITA Indicated Income	040	000	300	302	1,002

Sources: WHA Industrial Leasehold REIT; FSSIA estimates

## **Financial Statements**

WHA Industrial Leasehold REIT

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
Recurring net profit	561	583	623	643	65
Depreciation	0	0	0	0	
Associates & minorities	0	0	0	0	
Other non-cash items	0	(1,370)	0	0	40
Change in working capital	68	568	147	200	19
Cash flow from operations Capex - maintenance	628	(220)	770	844	85
Capex - namenance	0	0	0	0	
Net acquisitions & disposals	-	-	-	-	
Other investments (net)	0	0	0	0	
Cash flow from investing	0	Ö	0	0	
Dividends paid	(506)	(602)	(561)	(579)	(592
Equity finance	0	Ó	0	0	(
Debt finance	(34)	1,088	338	70	6
Other financing cash flows	(175)	(178)	(199)	(202)	(202
Cash flow from financing	(715)	307	(422)	(711)	(734
Non-recurring cash flows	-	-	-	-	
Other adjustments	0	20	0	0	
let other adjustments	0	20	(358)	(69)	(93
Movement in cash	(86)	108	(10)	64	2
ree cash flow to firm (FCFF)	809.97	(29.05)	969.71	1,045.08	1,056.9
ree cash flow to equity (FCFE)	419.48	709.80	550.88	643.01	620.8
er share (THB)					
CFF per share	0.76	(0.03)	0.92	0.99	1.0
CFE per share	0.40	0.67	0.52	0.61	0.5
Recurring cash flow per share	0.59	(0.83)	0.59	0.61	0.6
Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
angible fixed assets (gross) ess: Accumulated depreciation	12,664	13,484	13,498	13,498	13,49
Tangible fixed assets (net)	12,664	13,484	13,498	13,498	13,49
ntangible fixed assets (net)	0	0	0	0	,
ong-term financial assets	0	0	0	0	
nvest. in associates & subsidiaries	0	0	0	0	
Cash & equivalents	368	475	465	530	55
VC receivable	0	0	0	0	
nventories	0	0	0	0	
Other current assets	77	81	90	88	8
Current assets	445	557	555	618	64
Other assets	0	0	0	0	
Total assets	13,109	14,041	14,053	14,115	14,14
Common equity	8,475	8,868	8,930	8,995	9,06
Minorities etc.	0	0	0	0	
otal shareholders' equity	8,475	8,868	8,930	8,995	9,00
ong term debt	4,334	4,754	4,742	4,742	4,74
Other long-term liabilities	13	74	79	82	(
Long-term liabilities	4,347	4,828	4,821	4,824	4,81
A/C payable	0	0	0	0	
Short term debt	0	0	0	0	٥.
Other current liabilities Current liabilities	287	345	301	297	2
Corrent liabilities  Total liabilities and shareholders' equity	287	345	301 14.053	297	14.1
let working capital	<b>13,109</b> (210)	<b>14,041</b> (264)	14,053	<b>14,115</b> (209)	14,14
nvested capital	12,454	13,220	(211) 13,286	13,289	(18 13,3
Includes convertibles and preferred stock which is being		15,220	13,200	15,269	10,0
<u> </u>					
er share (THB)	2.22	0.04	0.40	0.50	0.1
Book value per share	8.92	9.34	8.43	8.50	8.8
angible book value per share	8.92	9.34	8.43	8.50	8.8
inancial strength					
let debt/equity (%)	46.8	48.2	47.9	46.8	46
let debt/total assets (%)	30.3	30.5	30.4	29.8	29
current ratio (x)	1.5	1.6	1.8	2.1	2
CF interest cover (x)	3.3	4.7	3.8	4.2	4
aluation	2023	2024	2025E	2026E	2027
ecurring P/E (x) *	9.3	9.0	9.3	9.1	8
toodining i /E (x)	12.5	12.1	12.6	12.2	11
		16.5	9.3	9.1	8
Recurring P/E @ target price (x) *	12.9			0.0	10
Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%)	12.9 10.0	10.1	9.6	9.9	10
Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x)			9.6 0.7	9.9 0.6	
Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x) Price/tangible book (x)	10.0	10.1			C
Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x) Price/tangible book (x) EV/EBITDA (x) **	10.0 0.6 0.6 12.4	10.1 0.6 0.6 12.3	0.7 0.7 12.3	0.6 0.6 11.9	0 0 11
tecurring P/E @ target price (x) * teported P/E (x) bividend yield (%) trice/book (x) trice/tangible book (x)	10.0 0.6 0.6	10.1 0.6 0.6	0.7 0.7	0.6 0.6	(

Sources: WHA Industrial Leasehold REIT; 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 com nual S&P Glob	transparent, rules-based o panies' Total Sustainabilit al Corporate Sustainabilit anies within each industry	ty Scores resulting y Assessment (CSA).	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 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 ar trading of th shareholders come key disque ependent direct related to CG,	nsibility in Environmental ansparency in Governanc preemptive criteria, with t he board members and ex- , and combined holding mulifying criteria include: 1 tors and free float violation social & environmental in arnings in red for > 3 year	e, updated annually. wo crucial conditions: ecutives; and 2) free just 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 minimum of 50% for each indicator, unless the company is a part of E during the assessment year. The scoring will be fairly weighted again nature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings companies w 1) market capitalization > THB5b (~USD150b); 2) free float >20%; an 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 nstitute of Directors Association Thai IOD)	annually by Thailand (SI	the Thai IOD,	h in sustainable developm with support from the Stoc ts are from the perspective s.	ck Exchange of	Good (80-89), 3 and not rated for equitable treatn	3 for Good (70- or scores below nent of shareh 5%); 4) disclos	ories: 5 for Excel 1-79), 2 for Fair (6 1-70), 2 for Fair (6 1-70), 2 for Fair (7 1-70), 2 for Fair (8 1-70), 2 for Fair (9), 2 for Fair	60-69), 1 for P s include: 1) th 5% combined	ass (60-69), te 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 verifiabilit	e incorporated and sufficiently are CG componer AGM proced and after the resufficient informate second assessiv; and 3) openne	which shareholders' rights into business operations y disclosed. All form imporents to be evaluated annuures before the meeting (4 meeting (10%). (The first as tion for voting; and 2) facilitatiness 1) the ease of attending mess for Q&A. The third involves es, resolutions and voting resu	Very Good (90-99), 3 for Fair (80-89), and not rated for scores below portant elements of two nonually. The assessment g (45%), at the meeting t assesses 1) advance tating how voting rights can be a meetings; 2) transparency wes the meeting minutes that						
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 contre e Certification i leciding to become 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	Sustainalytics' ESG risk rating provides an overall company score d on an assessment of how much of a company's exposure to ESG is unmanaged. Sources to be reviewed include corporate 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, co		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-weighti	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 trly 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	score is scaled		
<u>ISCI</u>			measure a company's mand laggards according to the						nethodology to	
	AAA	8.571-10.00		to a discontraction decreases to one			l			
	AA	7.143-8.570	Leader:	leading its industry in m	lanaging the most si	gnilicant ESG ris	ks and opportunitie	es		
	Α	5.714-7.142	2							
	BBB	4.286-5.713	Average:	a mixed or unexception industry peers	al track record of ma	anaging the most	signilicant ESG ri	sks and opportui	nues 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 to	manage significar	nt ESG risks		
	ccc	0.000-1.428	3							
loody's ESG olutions	believes tha	t a company ir	gree to which companies to ntegrating ESG factors into or shareholders over the m	o its business model an						
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	ent degree of ti		
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	ancial materiality.	The score is a	weighted gene	ralized 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.  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									

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

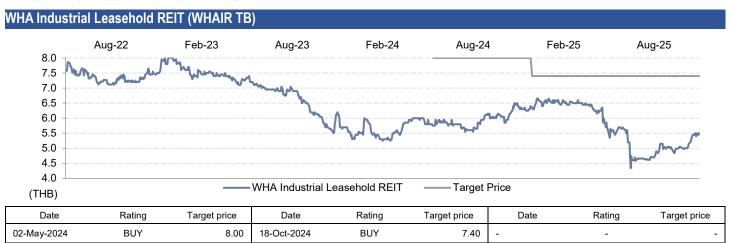
#### Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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



Jitra Amornthum started covering this stock from 02-May-2024

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
WHA Industrial Leasehold REIT	WHAIR TB	THB 5.50	BUY	Downside risks ต่อราคาเป้าหมายของเรา 1) เศรษฐกิจและการลงทุนเติบโตต่ำกว่าคาด; 2) อัตรา ดอกเบี้ยเป็นขาขึ้นและสูงกว่าคาด; 3) ลูกค้าไม่ต่อสัญญาเช่าและกองทรัสต์ไม่สามารถหาผู้เช่าใหม่ ทดแทนได้ 4) ภัยพิบัติทางธรรมชาติ 5) ความไม่สงบทางการเมืองในประเทศ

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 05-Aug-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.