**EQUITY RESEARCH - TRANSFER OF COVERAGE** 

# PRARAM 9 HOSPITAL

PR9 TB

THAILAND / HEALTH CARE SERVICES



TARGET PRICE THB30.00 CLOSE THR22 70 UP/DOWNSIDE +32.2% PRIOR TP THB30.00 CHANGE IN TP UNCHANGED

# UNCHANGED

# TP vs CONSENSUS

# **KEY STOCK DATA**

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	4,635	5,274	5,703	6,110
Net profit	713	826	924	1,024
EPS (THB)	0.91	1.05	1.17	1.30
vs Consensus (%)	-	(1.3)	(0.7)	3.1
EBITDA	1,114	1,285	1,444	1,581
Recurring net profit	713	826	924	1,024
Core EPS (THB)	0.91	1.05	1.17	1.30
Chg. In EPS est. (%)	-	1.3	2.1	2.1
EPS growth (%)	27.8	16.0	11.8	10.9
Core P/E (x)	25.0	21.6	19.3	17.4
Dividend yield (%)	1.8	2.3	2.6	2.9
EV/EBITDA (x)	14.0	12.0	10.4	9.1
Price/book (x)	3.3	3.0	2.8	2.5
Net debt/Equity (%)	(41.2)	(40.5)	(44.1)	(49.4)
ROE (%)	13.6	14.5	14.9	15.2



Share price performance	1 Mc	onth 3	3 Month	12 Month
Absolute (%)	(	2.6)	(5.8)	17.6
Relative to country (%)	(	5.7)	(14.0)	27.5
Mkt cap (USD m)				552
3m avg. daily turnover (US	D m)			1.8
Free float (%)				59
Major shareholder	Khunying F	otjamar	n Damapo	ong (37%)
12m high/low (THB)			27	7.50/18.90
Issued shares (m)				786.30

Sources: Bloomberg consensus; FSSIA estimates

# Still on cloud nine growth

- Expect solid a 3-year core profit CAGR of 13%, driven by a stillpositive outlook for foreign patient revenue and margins.
- 3Q25E earnings may reach another record (+26% q-q, +11% y-y).
- Valuations remain reasonable. Its c15% ROE shows long-term improvement potential. A Buy recommendation is justified.

# International patients remain the core growth engine

We expect PR9's foreign patient revenue growth to extend at 73% in 2025, with further 17% and 20% in 2026-2027, serving as a key earnings driver. It would be supported by strong momentum from Middle Eastern and other new source markets. A 10% increase in IPD bed capacity in 4Q25 may support the demand as well as revenue and margin upside. PR9 is exploring the potential return of Kuwaiti GOP patient referrals, which remains unfinalized but could be an upside catalyst if chosen.

# Steady performance anchored by Thai patient segment

PR9 commits to driving Thai patient revenue, targeting a stable revenue mix of 70-75% (1H25: 74%). Despite short-term pressures from seasonal epidemic declines in 3Q25 and a weaker local economy, we still expect Thai patient revenue to grow 9% h-h (+1% y-y) in 2H25 and 2% y-y for the full year, supported by complex disease treatments and rising contributions from corporate and insured patients. Growth is projected at 3-4% p.a. in 2026-2027, with the mix narrowing to 69% by 2027.

# Robust 3-year growth, seeking another record in 3Q25E

We fine-tuned our forecasts with a 1-2% upward revision in core profit over 2025–2027, reflecting stronger revenue and gross margin, supported by robust international patient growth. We estimate a 3-year core profit CAGR of 13%, underpinned by solid topline growth (+10% CAGR). Despite higher marketing opex, operational economies of scale should keep EBITDA margin on an uptrend. We expect 3Q25 record core profit of THB230m (+26% q-q, +11% y-y), boosted by rising foreign patient revenue, better margins, and lower tax expenses.

# Maintain Buy on growth

We keep a DCF-based target price of THB30, equivalent to 26x 2026E P/E (+1.0SD). As a single hospital model, PR9's PEG of 1.6x versus BH's 5.3x highlights a more reasonable valuation for its expected earnings growth, supported by efficient operations with OPD visits and bed utilization near BH's levels. PR9's c15% ROE shows potential for improvement, driven by continued expansion of its foreign patient base, potentially leading to double-digit profit growth, justifying a Buy call. With this report, we transfer the coverage of PR9 to Vatcharut Vacharawongsith.



Vatcharut Vacharawongsith

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## Investment thesis

PR9's foreign patient revenue remains the primary growth driver. It is expected to surge 73% in 2025 and maintain strong double-digit growth through 2027. Increased bed capacity by 10% in 4Q25 and ongoing expansion in Middle Eastern source markets will further support revenue and margin upside.

Stable performance from the Thai patient segment complements growth, with a targeted revenue mix at 70-75%. Despite short-term seasonal and economic challenges, we forecast Thai patient revenue to grow steadily at 3-4% p.a. through 2027.

We expect core profit growth of 13% CAGR and revenue growth of 10% CAGR over 2025–2027. Our estimated increase in revenue mix from international patients from 17% in 2024 to 31% in 2027 supports strong topline momentum and operational efficiencies. This should improve the EBITDA margin and ROE, potentially leading to a stock valuation re-rating, in our view.

# Company profile

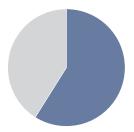
PR9 has been operating a private hospital since 1992.

www.praram9.com

# Principal activities (revenue, 2024)

OPD patient revenue - 58.9 %

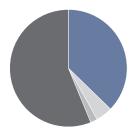
■ IPD patient revenue - 41.1 %



Source: Praram 9 Hospital

# **Major shareholders**

- Khunying Potjaman Damapong -37.3 %
- Thai NVDR 4.6 %
- Vayupak Fund 1 1.9 %
- Others 56.2 %



Source: Praram 9 Hospital

# Catalysts

Key potential growth drivers include 1) a higher Thai patient volume from new specialist centers; 2) rising demand from medical tourists, especially patients from CLMV, China, and the Middle East; and 3) the new strategy to capture Middle East patients.

### Risks to our call

Downside risks to our DCF-based target price include 1) weak patient volumes following the economic slowdown; 2) regulatory risks from drug price and medical bill controls; and 3) higher-than-expected expenses from its new building.

# **Event calendar**

Date	Event
November 2025	3Q25 results announcement

# **Key assumptions**

	2025E	2026E	2027E
	(%)	(%)	(%)
No of license beds (no.)	224	249	249
OPD Volume growth	3	3	3
OPD revenue / patient growth	2	5	4
IPD Volume growth	7	3	3
IPD revenue / patient growth	18	5	4

Source: FSSIA estimates

### Earnings sensitivity

- For every 1% increase in patient volume, we project 2025 earnings to rise by 2%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project 2025 earnings to rise by 6%, and vice versa, all else being equal.

Source: FSSIA estimates

# International patients remain the core growth engine

PR9's penetration into the fly-in Middle East patients from 3Q24 onwards has proved successful. It helped revenue from the Middle East patients to jump 245% h-h (+2,391% y-y) and the total foreign patient topline to surge 40% h-h (+99% y-y) in 1H25. In the meantime, its quarterly international patient revenue mix ramped up to 27% in 2Q25 (2Q24: 15%), with the Middle East patients contributing c11% of the total revenue (2Q24: <1%).

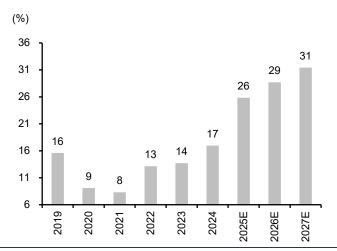
We believe its favorable pricing and treatment outcomes, as well as marketing efforts, led to the segment's expansions. Apart from an improving flows of patients from existing source markets i.e., Qatar, Myanmar, Laos and Bangladesh, we see PR9's broader opportunities from 1) capturing new potential source markets in the Middle East and Africa, i.e., UAE, Oman, Kuwait, and Kenya; 2) attaining more expatriate patients from contracts with embassies in Bangkok; 3) stabilizing revenue from overall Chinese patients through Chinese expatriates, by leveraging PR9's strategic locations near key Chinese expatriate communities. We see limited impacts from the geopolitical tension, which undermines the company's revenue from Cambodian patients (c1% contribution), and expect the situation to ease later.

PR9 has been invited to meet with representatives of the Kuwaiti government in mid-Sep 2025 to explore the potential resumption of GOP patient referrals to Thailand, a positive sign for the outlook of Kuwaiti patients. There are no further updates on the issue so far, and PR9 has had minimal involvement with the Kuwaiti GOP patients earlier. We think the matter may provide the company with additional upside in 2026, if selected.

To cope with stronger demand, PR9 opened an international center. Additionally, it will introduce a new inpatient ward with 20 additional beds in 4Q25 to serve international markets, increasing the number of available beds by 10% to 224 by end-2025. Existing manpower remains sufficient to serve this new ward, according to the company. Hence, we believe the new capacity will support growth in foreign patient revenue and profit margins starting 1Q26.

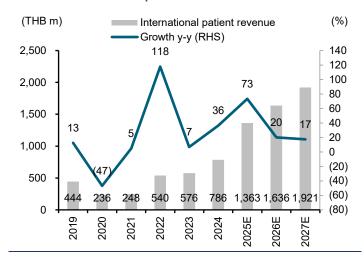
Despite concerns about stagnant y-y growth in foreign patients during 2H25E and from 2026E onwards due to high base, we still estimate solid international patient revenue growth of 73% in 2025, 20% in 2026, and 17% in 2027, with the contribution rising to 26%, 29%, and 31% over the respective years. In 2H25, we expect revenue from total international patients to grow by 11% h-h (+56% y-y), contributing 26% of the topline, close to the level achieved in 1H. Meanwhile, revenue from Middle East patients is projected to increase by 60% h-h (+453% y-y) and account for 12% of the topline.

**Exhibit 1: Revenue contribution from international patients** 



Sources: PR9; FSSIA estimates

**Exhibit 2: International patient revenue** 



Sources: PR9; FSSIA estimates

# Steady performance anchored by Thai patient segment

PR9 still commits to driving its revenue from local Thai patients, aiming to keep its revenue mix within c70-75% range (1H25: 74%). In the short term, revenue may be impacted by the decline in seasonal epidemic-related cases during 3Q25 (i.e., influenza, dengue, and RSV), as well as by a sluggish economy, which has led to reduced demand for discretionary treatments, such as eye lasik, skincare, and plastic surgery. Nonetheless, we estimate the company's 2H25 Thai patient revenue to increase by 9% h-h (+1% y-y), with its topline contribution holding steady at 74%.

Key supports include; 1) PR9's focus on complex, non-seasonal cares with high revenue intensity, mainly kidney transplants, cardiovascular procedures, neurology, and orthopedics, which provides revenue visibility and defensiveness; 2) a strong uptrend in revenue from corporate contract patients (+232% y-y in 1H25, 13% of total revenue) and private health insurance patients (+7% y-y in 1H25, contributing 25%); and 3) ongoing promotional campaigns and discount offerings to stimulate local patient volume.

Based on these strategies, we expect PR9 to deliver modest Thai patient revenue growth of 2% y-y in 2025, followed by a 3-4% annual growth in 2026-2027. The stronger international patient outlook may gradually narrow the local patient revenue mix to 71% in 2026 and 69% in 2027, close to the company's target range.

**Exhibit 3: Thai patient revenue** 

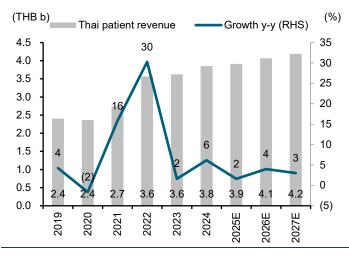
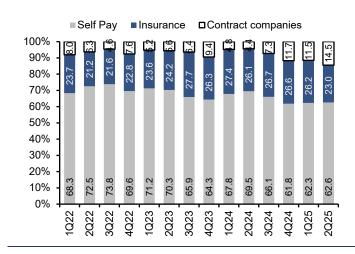


Exhibit 4: PR9's revenue breakdown by payor



Sources: PR9; FSSIA estimates

Sources: PR9; FSSIA's compilation

Exhibit 5: PR9's excellence centers support steady Thai patient revenue growth



Source: PR9

# Robust 3-year earnings growth outlook

We fine-tuned our forecasts by slightly revising up core profit by 1-2% over 2025-2027. This reflects our upward adjustments in total revenue by 4%, gross profit margin by 1.5ppts, and SG&A/sales ratio by 2.1ppts over the three-year period. Given the slowing revenue growth from Thai patients, we have slightly lowered our assumptions for outpatient visits per day and revenue per visit by 1-2% p.a. Meanwhile, the stronger performance of international patients, particularly those from the Middle East, has led us to raise our assumptions for inpatient admissions per day by 1% and revenue per admission by 14%, thanks to higher spending per bill from this segment.

Our current forecasts demonstrate PR9's favorable core profit growth of 16% in 2025, 12% in 2026, and 11% in 2027. We believe that growth opportunities in the foreign patient segment, through capacity expansions and the hospital's potential to recruit more patients from both existing and new source markets, could serve as a key earnings driver.

Total revenue is projected to increase by 14% in 2025, followed by a steady annualized growth of 7-8% over 2026-2027. Gross profit margin may accelerate 2.4ppts, to 36.7%, this year, with a further enhancement of 0.3-0.5ppt p.a. over the next two years. The opex hikes due to higher marketing expenditures aimed at promoting the hospital to both local and overseas patients in 2Q25 may continue, i.e., from 2H25 onwards.

Nonetheless, we believe that an improving revenue intensity in tandem with a broader patient base from Middle Eastern countries may boost operational economies of scale. This should help offset the increase in opex, with a stronger topline and expanding gross profit margin, as a positive catalyst. As a result, we expect a wider SG&A/sales ratio by 1.5ppts y-y this year, before declining 0.5ppt in 2026 and a further 0.3ppt in 2027.

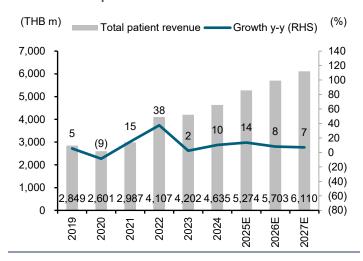
PR9's net-cash status underscores its healthy financials and sufficient international cash to support its annualized normal capex of THB300-400m, as well as future business expansions. The expected increase in ROE, from 13.6% in 2024 to 15.2% over the next three years, following a rise in core profit margin, also signals a positive trajectory.

**Exhibit 6: Earnings forecast revisions** 

	Current			Previous			Change			
	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)	
Revenue	5,274	5,703	6,110	5,062	5,474	5,864	4.2	4.2	4.2	
Gross profit margin (%)	36.7	37.2	37.5	35.1	35.6	36.0	1.5	1.5	1.5	
SG&A/sales ratio (%)	19.5	19.0	18.7	17.4	16.9	16.6	2.1	2.1	2.1	
EBITDA margin (%)	24.4	25.3	25.9	25.1	26.1	26.6	(0.7)	(0.7)	(0.7)	
Core profit	826	924	1,024	816	905	1,003	1.3	2.1	2.1	
Key assumptions										
OPD- Visiting numbers per day (no.)	1,603	1,651	1,700	1,642	1,691	1,742	(2.4)	(2.4)	(2.4)	
OPD - Revenue per visit (THB)	4,904	5,150	5,356	4,977	5,225	5,434	(1.4)	(1.4)	(1.4)	
IPD - Admission numbers per day (no.)	47	48	50	46	48	49	1.4	1.4	1.4	
IPD- Revenue per admission (THB)	140,145	147,152	153,038	122,924	129,070	134,233	14.0	14.0	14.0	

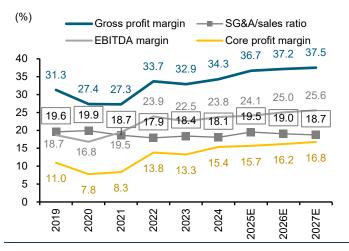
Source: FSSIA estimates

# **Exhibit 7: Total patient revenue**



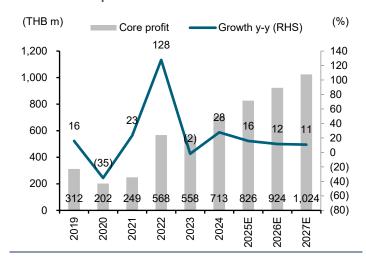
Sources: PR9; FSSIA estimates

# **Exhibit 9: Profit margins**



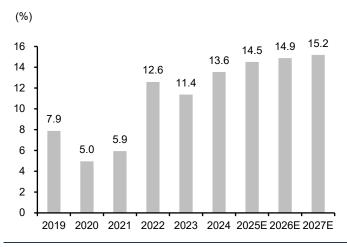
Sources: PR9; FSSIA estimates

# **Exhibit 8: Core profit**



Sources: PR9; FSSIA estimates

# Exhibit 10: ROE



Sources: PR9; FSSIA estimates

# Seeking another record profit in 3Q25E

Still, we expect PR9 to post a record quarterly core profit of THB230m (+26% q-q, +11% y-y) in 3Q25, driven by wider topline, improved profit margins, and lower tax expenses.

International patient revenue is projected to rise 4% q-q and 65%, contributing 26% of revenue, which should help lift the overall topline by 8% q-q and 12% y-y, along with a 1ppt gain in gross profit margin on both bases.

Opex will likely remain at high levels compared to 2Q25, but solid revenue momentum may allow the SG&A/sales ratio to ease by 1ppt q-q, while edging up just 2ppts y-y.

An expected THB15m tax benefit from medical equipment donations during the quarter may support the core profit margin to expand by 2ppts q-q and flat y-y.

We estimate the company's 9M25 core profit at THB613m (+21% y-y), representing 74% of our full-year forecast.

Exhibit 11: PR9 – 3Q25 preview

FY ending Dec	3Q24	4Q24	1Q25	2Q25	3Q25E	Chan	ge	2025E	Change
	(THB m)	(q-q %)	(y-y %)	(THB m)	(y-y %)				
Sales	1,226	1,255	1,239	1,277	1,376	8	12	5,274	14
COGS (incl depreciation)	(781)	(817)	(785)	(812)	(863)	6	10	(3,340)	10
Gross profit	445	439	454	465	513	10	15	1,934	22
SG&A	(212)	(240)	(227)	(268)	(271)	1	28	(1,031)	23
Operating profit	233	198	227	197	242	23	4	903	20
Net other income	10	21	12	19	12	(36)	20	63	15
Interest income	15	15	14	14	14	0	(3)	52	
Interest expenses	(0)	(0)	0	(0)	0			(1)	n/a
Pretax profit	258	234	253	230	269	17	4	1,018	18
Income Tax	(50)	(28)	(52)	(48)	(39)	(20)	(23)	(191)	28
Core profit	208	207	201	182	230	26	11	826	16
Extraordinaries, GW & FX									
Reported net profit	208	207	201	182	230	26	11	826	16
Outstanding shares (m)	786	786	786	786	786	0	0	786	C
Pre-ex EPS (THB)	0.26	0.26	0.26	0.23	0.29	26	11	1.05	16
EPS (THB)	0.26	0.26	0.26	0.23	0.29	26	11	1.05	16
COGS excl. depreciation	(703)	(739)	(709)	(736)	(785)	7	12	(3,021)	10
Depreciation	(78)	(78)	(76)	(76)	(77)	1	(1)	(318)	4
EBITDA	321	298	315	293	332	13	3	1,285	15
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt
Gross margin	36	35	37	36	37	1	1	37	2
SG&A/Revenue	17	19	18	21	20	(1)	2	20	•
EBITDA margin	26	23	25	23	24	1	(2)	24	(
Net profit margin	17	16	16	14	17	2	(0)	16	(
Operating stats	(%)	(%)	(%)	(%)	(%)			(%)	
OPD revenue growth y-y	11	6	4	6	5			5	
IPD revenue growth y-y	21	8	32	36	22			26	
Thai patient revenue growth y-y	11	(0)	3	2	1			2	
Inter patient revenue growth y-y	42	51	88	109	65			73	

Sources: PR9; FSSIA estimates

# Another compelling single-hospital operator

As a single campus model, we compare PR9 and BH using key performance and valuation metrics alongside operational efficiency, based on 2026E earnings assumptions and forecasts.

Both companies trade at similar 2026E P/E (PR9 at 19.3x and BH at 19.4x), but PR9's PEG of 1.6 suggests a more reasonable valuation for its expected earnings growth, whereas BH's PEG of 5.3 indicates a significantly higher price relative to its slower growth. PR9's lower price-to-sales ratio (3.1 times vs BH's 5.7 times) implies investors pay less for each unit of revenue, pointing to further upside potential.

Despite PR9's smaller scale, our 2026 forecasts for its OPD visits per exam room per day and IPD bed utilization rates are close to BH (c10 visits per room per day and c63% bed utilization rates), which implies strong resource utilization. This efficiency, combined with PR9's growth opportunities from expanding its foreign patient base and capacity, suggests it is well-positioned to scale effectively from a smaller base.

However, BH continues to demonstrate superior profitability with a higher 2026E ROE of 23.6% compared to PR9's 14.9%, reflecting stronger capital efficiency, a well-established brand, and a broader international patient network.

Taken together with the outpatient metrics and valuation indicators, PR9 demonstrates a compelling blend of growth potential and operational strengths. While BH's higher return on equity and established brand continue to highlight its market leadership and profitability advantages, PR9's efficient use of resources and promising expansion prospects position it well for long-term growth.

Exhibit 12: Comparing single campus hospital operators – PR9 and BH

	20	26E
	PR9	вн
Share price as of 3 September 2025 (THB)	22.70	187.50
Total outstanding shares (m)	786.3	796.8
Market capitalization (THB m)	17,849	149,394
Total revenue (THB m)	5,703	26,212
EPS growth (%)	11.8	3.6
ROE (%)	14.9	23.6
Price/sales ratio (times)	3.1	5.7
PE ratio (times)	19.3	19.4
PEG (times)	1.6	5.3
Number of OPD examination rooms	163	275
Average OPD visits per day	1,651	2,788
OPD visits per room per day	10.1	10.1
OPD revenue per examination room (THB m)	19.0	47.5
Number IPD beds	249	568
Total admissions per annum	17,671	27,662
Bed utilization rate (%)	63.5	63.7
IPD revenue per bed (THB m)	10.4	23.0

Source: FSSIA estimates

# Valuation remains attractive

We maintain our DCF-based target price at THB30, applying a 9.5% WACC and 3% terminal growth. It is equivalent to 26x 2026E P/E and 14x 2026E EV/EBITDA, representing +1.0SD and +2.0SD to the stock's 5-year historical trading average, respectively. The current share price is trading at 19x 2026E P/E (-1.0SD) and 10x 2026E EV/EBITDA (mean average).

PR9, as a growth stock in our view, deserves a premium valuation, based on its superior earnings outlook over the next three years versus its peer, with potential business expansions from attaining more international patients. ROE may stay close to the sector's average, with an expected uptrend, following higher profit margins. We thus maintain a Buy call on the counter.

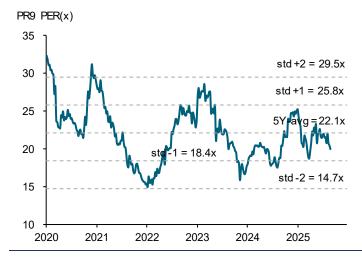
# **Exhibit 13: DCF valuation**

Cost of equity assumptions	(%)	Cost of debt assumptions	(%)
Risk-free rate	3.0	Pre-tax cost of debt	3.5
Market risk premium	8.5	Marginal tax rate	20.0
Stock beta	0.8		
Cost of equity, Ke	9.5	Net cost of debt, Kd	2.8
Weight applied	100.0	Weight applied	0.0
WACC	9.5		

DCF valuation estimate	(THB m)	
NPV	8,297	
Terminal value	12,038	
Cash & liquid assets	2,855	
Investments	382	
Debt	(5)	
Minorities	0	
Residual ordinary equity	23,567	
No. of shares (m)	786	
Equity value per share (THB)	30.00	

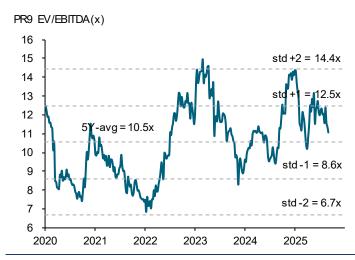
Sources: FSSIA estimates

# Exhibit 14: Prospective P/E band



Sources: Bloomberg consensus; FSSIA estimates

# Exhibit 15: Prospective EV/EBITDA band



Sources: Bloomberg consensus; FSSIA estimates

Exhibit 16: Peer comparisons as of 3 September 2025

Company	BBG	Rec		Share price	;	Market	PI	E	RO	E	PB	V	EV/ EBI	TDA
			Current	Target	Upside	Сар	25E	26E	25E	26E	25E	26E	25E	26E
			(LCY)	(LCY)	(%)	(USD m)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
Thailand														
Bangkok Dusit Med Service	BDMS TB	BUY	20.80	31.00	49.0	10,177	20.3	18.9	15.9	16.3	3.2	3.0	12.5	11.4
Bangkok Chain Hospital	BCH TB	BUY	12.70	17.20	35.4	975	21.4	20.0	11.2	11.5	2.4	2.3	10.5	9.9
Bumrungrad Hospital	BH TB	HOLD	174.50	193.00	10.6	4,271	18.7	18.1	25.4	23.6	4.5	4.1	12.3	11.5
Chularat Hospital	CHG TB	BUY	1.58	2.60	64.6	565	16.9	15.7	13.5	13.9	2.3	2.2	9.6	8.9
Patrangsit Healthcare Group	PHG TB	BUY	14.50	21.0	44.8	134	13.3	11.6	15.1	16.0	1.9	1.8	6.4	5.6
Praram 9 Hospital	PR9 TB	BUY	22.70	30.0	32.2	552	21.6	19.3	14.5	14.9	3.0	2.8	12.0	10.4
Thonburi Healthcare Group	THG TB	HOLD	8.15	40.0	390.8	200	24.9	18.8	3.4	4.1	8.0	8.0	10.4	9.8
Ramkhamhaeng Hospital	RAM TB	BUY	17.80	44.0	147.2	657	15.8	13.7	7.4	8.0	1.1	1.0	18.7	17.0
Srivichai Vejvivat	VIH TB	BUY	7.55	14.0	85.4	141	12.5	13.5	10.4	8.9	1.2	1.1	6.2	7.6
Rajthanee Hospital	RJH TB	n/a	13.00	n/a	n/a	120	12.3	11.5	16.6	16.1	2.0	1.8	9.1	8.4
Ekachai Medical Care	EKH TB	n/a	5.60	n/a	n/a	137	16.4	15.6	10.2	10.0	1.6	1.6	8.7	8.5
Thailand average						17,930	17.6	16.1	13.1	13.0	2.2	2.0	10.6	9.9
Regional														
Ramsay Health Care	RHC AU	n/a	34.11	n/a	n/a	5,138	27.0	25.4	5.6	6.2	1.6	1.5	9.2	8.8
Ihh Healthcare Bhd	IHH SP	n/a	2.07	n/a	n/a	14,193	30.4	27.2	6.5	7.1	1.9	1.8	13.4	12.0
Ryman Healthcare	RYM NZ	n/a	2.56	n/a	n/a	1,526	102.4	32.0	0.6	1.8	0.6	0.6	30.7	19.5
Apollo Hospitals Enterprise	APHS IN	n/a	7,736	n/a	n/a	12,855	58.8	45.9	20.7	21.9	11.5	9.4	31.4	25.5
Kpj Healthcare Berhad	KPJ MK	n/a	2.43	n/a	n/a	2,485	29.8	26.2	13.5	14.2	3.9	3.6	14.0	13.2
Raffles Medical Group	RFMD SP	n/a	1.01	n/a	n/a	1,433	26.3	25.0	6.5	6.9	1.7	1.7	12.2	11.4
Mitra Keluarga Karyasehat	MIKA IJ	n/a	2,390	n/a	n/a	2,006	26.2	23.1	18.0	18.4	4.6	4.1	15.6	13.9
Aier Eye Hospital Group	300015 CH	n/a	12.66	n/a	n/a	16,476	29.5	25.6	17.5	17.8	5.0	4.4	17.5	15.5
Regional average						56,112	41.3	28.8	11.1	11.8	3.8	3.4	18.0	15.0
Overall average						74,042	27.6	21.4	12.2	12.5	2.9	2.6	13.7	12.0

Sources: Bloomberg consensus; FSSIA estimates

# **Financial Statements**

Praram 9 Hospital

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	4,202	4,635	5,274	5,703	6,110
Cost of goods sold	(2,820)	(3,045)	(3,340)	(3,584)	(3,818)
Gross profit	1,382	1,590	1,934	2,120	2,292
Other operating income	51	55	63	66	68
Operating costs	(774)	(837)	(1,031)	(1,086)	(1,145)
Operating EBITDA	958	1,114	1,285	1,444	1,581
Depreciation	(299)	(306)	(318)	(345)	(366)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	659	808	967	1,099	1,215
Net financing costs	30	54	51	55	65
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	0	0	0	0	0
Profit before tax	689	862	1,018	1,155	1,280
Гах	(131)	(149)	(191)	(231)	(256)
Profit after tax	558	713	826	924	1,024
Minority interests	0	0	0	0	0
Preferred dividends	- -	-	-	<u>-</u>	_
Other items	-	-	-	-	_
Reported net profit	558	713	826	924	1,024
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	558	713	826	924	1,024
Per share (THB)					
Recurring EPS *	0.71	0.91	1.05	1.17	1.30
Reported EPS	0.71	0.91	1.05	1.17	1.30
DPS	0.30	0.40	0.53	0.59	0.65
Diluted shares (used to calculate per share data)	786	786	786	786	786
Growth					
Revenue (%)	2.3	10.3	13.8	8.2	7.1
Operating EBITDA (%)	(3.4)	16.3	15.3	12.4	9.5
Operating EBIT (%)	(4.7)	22.6	19.6	13.7	10.5
Recurring EPS (%)	(1.7)	27.8	16.0	11.8	10.9
Reported EPS (%)	(1.7)	27.8	16.0	11.8	10.9
Operating performance	(1.7)	27.0	10.0	11.0	10.0
Gross margin inc. depreciation (%)	32.9	34.3	36.7	37.2	37.5
Gross margin exc. depreciation (%)	40.0	40.9	42.7	43.2	43.5
Operating EBITDA margin (%)	22.8	24.0	24.4	25.3	25.9
Operating EBIT Margin (%)	15.7	17.4	18.3	19.3	19.9
Net margin (%)	13.3	15.4	15.7	16.2	16.8
	19.0	17.3	18.8	20.0	20.0
Effective tax rate (%)	42.3	17.3 44.1	50.0	50.0	50.0
Dividend payout on recurring profit (%) nterest cover (X)	(22.3)	(14.9)	(18.9)	(19.9)	(18.6)
• •					
nventory days	7.2	7.0	7.2	7.3	7.3 30.0
Debtor days	23.1 73.9	24.9	25.8	27.8	
Creditor days		77.9	82.2 25.2	83.3	87.5 29.2
Operating ROIC (%)	17.6	22.2		26.5	
ROIC (%)	16.1	19.7	22.0	23.3	25.7
ROE (%)	11.4	13.6	14.5	14.9	15.2
ROA (%)	9.3	10.9	11.7	12.1	12.3
r Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
OPD patient revenue	2,491	2,731	2,869	3,103	3,324
	1,711	1,904	2,404	2,600	2,785

Sources: Praram 9 Hospital; FSSIA estimates

# **Financial Statements**

Praram 9 Hospital

Praram 9 Hospital					
Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	558	713	826	924	1,024
Depreciation	299	306	318	345	366
Associates & minorities	-	-	-	-	-
Other non-cash items	10	(6)	0	0	0
Change in working capital	(23)	63	14	(9)	58
Cash flow from operations	844	1,076	1,158	1,259	1,448
Capex - maintenance	(326)	(251)	(674)	(404)	(371)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	(100)	(128)	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(426)	(379)	(674)	(404)	(371)
Dividends paid	(234)	(351)	(315)	(413)	(462)
Equity finance	0	0	0 0	0	0
Debt finance Other financing cash flows	1	(4) 0	0	0	0
Cash flow from financing	(233)	(355)	(315)	(413)	(462)
Non-recurring cash flows	(233)	(333)	(313)	(413)	(402)
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	184	341	170	442	616
Free cash flow to firm (FCFF)	418.17	697.32	485.37	855.97	1,078.19
Free cash flow to equity (FCFE)	418.73	692.74	484.67	855.27	1,077.49
Per share (THB)	0.50	0.00	0.00	4.00	4.67
FCFF per share FCFE per share	0.53 0.53	0.89 0.88	0.62 0.62	1.09 1.09	1.37 1.37
Recurring cash flow per share	1.10	1.29	1.46	1.61	1.37
<u> </u>					1
Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	5,898	5,992	6,666	7,070	7,440
Less: Accumulated depreciation	(2,556)	(2,705)	(3,023)	(3,368)	(3,734)
Tangible fixed assets (net)	3,343	3,288	3,643	3,702	3,706
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	254	382	382	382	382
Cash & equivalents	1,901	2,243	2,413	2,855	3,471
A/C receivable	290	343	403	467	537
Inventories	48	57	63	67	72
Other current assets	12	15	17	18	20
Current assets	2,251	2,658	2,895	3,408	4,099
Other assets	62	72	72	72	72
Total assets	5,910	6,399	6,992	7,564	8,259
Common equity	5,080	5,439	5,950	6,461	7,023
Minorities etc. Total shareholders' equity	0 <b>5,080</b>	0 <b>5,439</b>	0	0	7 000
Long term debt	9	<b>5,439</b> 5	<b>5,950</b> 5	<b>6,461</b> 5	<b>7,023</b> 5
Other long-term liabilities Long-term liabilities	195 <b>204</b>	202 <b>207</b>	202 <b>207</b>	202 <b>207</b>	202 <b>207</b>
A/C payable	522	647	714	765	889
Short term debt	0	0	0	0	009
Other current liabilities	105	106	121	131	140
Current liabilities	<b>626</b>	<b>754</b>	835	896	1,029
Total liabilities and shareholders' equity	5,910	6,399	6,992	7,564	8,259
Net working capital	(276)	(339)	(353)	(343)	(401)
Invested capital	3,382	3,402	3,744	3,813	3,759
' Includes convertibles and preferred stock which is bei		•	•	•	,
Per share (THR)					
Per share (THB)	0.40	0.00	7.57	0.00	0.00
Book value per share Tanqible book value per share	6.46 6.46	6.92	7.57 7.57	8.22 8.22	8.93
,	0.40	6.92	7.57	8.22	8.93
Financial strength	(07.0)	(44.6)	(40.5)	(44.4)	/10 **
Net debt/equity (%)	(37.3)	(41.2)	(40.5)	(44.1)	(49.4)
Net debt/total assets (%)	(32.0)	(35.0)	(34.4)	(37.7)	(42.0)
Current ratio (x) CF interest cover (x)	3.6 (13.2)	3.5 (11.8)	3.5 (8.5)	3.8 (14.5)	4.0 (15.5)
Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	32.0	25.0	21.6	19.3	17.4
Recurring P/E @ target price (x) *	42.3	33.1	28.5	25.5	23.0
Reported P/E (x)	32.0	25.0	21.6	19.3	17.4
Dividend yield (%)	1.3	1.8	2.3	2.6	2.9
0: // //	3.5	3.3	3.0	2.8	2.5
Price/book (x)			2.0	2.8	2.5
Price/tangible book (x)	3.5	3.3	3.0		
Price/tangible book (x) EV/EBITDA (x) **	3.5 16.7	14.0	12.0	10.4	9.1
Price/tangible book (x) EV/EBITDA (x) ** EV/EBITDA @ target price (x) **	3.5 16.7 22.6	14.0 19.2	12.0 16.5	10.4 14.4	9.1 12.7
Price/book (x)	0.0				
Price/tangible book (x) EV/EBITDA (x) **	3.5 16.7	14.0	12.0	10.4	9.1

Sources: Praram 9 Hospital; FSSIA estimates

# Praram 9 Hospital PCL (PR9 TB)



# Exhibit 17: FSSIA ESG score implication

54.08 /100

Rating	Score	Implication
****	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
****	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
***	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
**	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
*	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

# Exhibit 18: ESG – peer comparison

	FSSIA	Domestic ratings					Global ratings						Bloomberg		
	ESG score	DJSI	SET ESG	SET ESG Rating	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
BCH	39.71				4.00	5.00	Certified	High	48.21			27.19	18.00	3.52	47.60
BDMS	74.00	Υ	Y	Y	5.00	4.00		Medium	61.06	AA	34.00	59.83	72.00	3.45	58.92
ВН	51.21				4.00	4.00		Medium	64.29	Α	29.00	59.03	27.00	5.08	47.79
CHG	38.25				4.00	5.00		High	55.35			59.57	21.00	2.34	50.24
PR9	54.08	-	Y	Y	5.00	5.00	Certified	High	71.12	-		62.39		2.43	37.90
PRINC	18.00				4.00	4.00	Certified								
RAM	11.75				3.00			High							
THG	18.75	-			5.00	5.00		High							
VIBHA	20.88				4.00	3.00	Declared	High					17.00		

Sources: SETTRADE.com; FSSIA's compilation

# Exhibit 19: ESG score by Bloomberg

FY ending Dec 31	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	_	2.33	2.43
BESG environmental pillar score	_	2.56	2.18
BESG social pillar score	_	1.36	1.52
BESG governance pillar score	_	4.13	4.46
ESG disclosure score	_	37.90	37.90
Environmental disclosure score	_	11.78	11.78
Social disclosure score	_	20.68	20.68
Governance disclosure score	_	81.10	81.10
Environmental			
Emissions reduction initiatives	No	Yes	Yes
Climate change policy	No	Yes	Yes
Climate change opportunities discussed	No	No	No
Risks of climate change discussed	No	No	No
GHG scope 1	_	0	0
GHG scope 2 location-based	_	4	6
GHG Scope 3	_	0	5
Carbon per unit of production	_	_	_
Biodiversity policy	No	No	No
Energy efficiency policy	No	Yes	Yes
Total energy consumption	_	7	13
Renewable energy use	_	_	_
Electricity used	_	_	_
Fuel used - natural gas	_	_	_

 $Sources: Bloomberg; FSSIA's \ compilation$ 

# Exhibit 20: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2020	FY 2021	FY 202
Fuel used - crude oil/diesel	No	No	N
Waste reduction policy	No	Yes	Ye
Hazardous waste	_	_	-
Total waste	_	_	-
Waste recycled	_	_	-
Waste sent to landfills	_	_	-
Environmental supply chain management	No	No	N
Water policy	No	Yes	Ye
Water consumption	_	60	15
Social			
Human rights policy	Yes	Yes	Ye
Policy against child labor	No	Yes	Ye
Quality assurance and recall policy	No	Yes	Ye
Consumer data protection policy	No	Yes	Ye
Equal opportunity policy	Yes	Yes	Υe
Gender pay gap breakout	No	No	N
Pct women in workforce	_	_	-
Pct disabled in workforce	_	_	-
Business ethics policy	No	Yes	Ye
Anti-bribery ethics policy	Yes	Yes	Ye
Health and safety policy	No	Yes	Ye
Lost time incident rate - employees	_	_	-
Total recordable incident rate - employees	_	1	
Training policy	Yes	Yes	Ye
Fair remuneration policy	No	No	1
Number of employees – CSR	2,083	1,987	2,0
Employee turnover pct	_	11	•
Total hours spent by firm - employee training	14,566	13,462	66,88
Social supply chain management	No	No	N
Governance			
Board size	10	10	
No. of independent directors (ID)	4	7	
No. of women on board	2	2	
No. of non-executive directors on board	7	7	
Company conducts board evaluations	Yes	Yes	Ye
No. of board meetings for the year	7	7	
Board meeting attendance pct	97	100	8
Board duration (years)	3	3	
Director share ownership guidelines	No	No	N
Age of the youngest director	56	56	į.
Age of the oldest director	72	73	-
No. of executives / company managers	7	5	
No. of female executives	2	0	
Executive share ownership guidelines	No	No	١
Size of audit committee	3	3	
No. of ID on audit committee	3	3	
Audit committee meetings	4	4	
Audit meeting attendance %	100	100	10
Size of compensation committee	3	3	
No. of ID on compensation committee	3	2	
No. of compensation committee meetings	2	2	
Compensation meeting attendance %	83	100	10
Size of nomination committee	3	3	.,
No. of nomination committee meetings	2	2	
Nomination meeting attendance %	83	100	10
-		100	10
Sustainability governance			

Sources: Bloomberg; FSSIA's compilation

# Disclaimer for ESG scoring

ESG score	Methodolog	ly .			Rating					
The Dow Jones Sustainability Indices (DJSI) By S&P Global	process bas from the anr Only the top inclusion.	ed on the comp nual S&P Global -ranked compar	ansparent, rules-based anies' Total Sustainabil I Corporate Sustainabili nies within each industr	ity Scores resulting ty 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 (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 trai must pass the p ar trading of the shareholders, a ome key disqua ependent director related to CG, s	sibility in Environmental insparency in Governan- preemptive criteria, with a board members and ex- pand combined holding in alifying criteria include: for and free float violation social & environmental in rnings in red for > 3 year	ce, updated annually. two crucial conditions: xecutives; and 2) free must be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 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 DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings 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 at maximum, and no cap for number of stocks.					
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (St	the Thai IOD, w	in sustainable developr ith support from the Sto are from the perspectiv	ock Exchange of	Good (80-89), and not rated for equitable treatr	3 for Good (70 or scores belo ment of sharel 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings nolders (weight 2 ssure & transpare	60-69), 1 for F s 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%), circulation of s exercised. The and verifiability	e incorporated i and sufficiently e CG componer r AGM procedur and after the me sufficient information e second assesses y; and 3) openness	nich shareholders' rights into business operations disclosed. All form imports to be evaluated ann res before the meeting leeting (10%). (The first a. on for voting; and 2) facilitats is 1) the ease of attending m is for Q&A. The third involves, resolutions and voting res	s and information is ortant elements of two ually. The assessment (45%), at the meeting ssesses 1) advance ing how voting rights can be neetings; 2) transparency is the meeting minutes that	be					
Fhai 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 noluding risk asses	necklist include corrupting, and the monitoring a good for three years.  a CAC certified member stone 18-month deadline to substant, in place of policy are objective of the whistleblowing stakeholders.)	and developing of tart by submitting a omit the CAC Checklist for and 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 regulatory filin	assessment of naged. Sources to gs, news and other	k rating provides an ove how much of a compar to be reviewed include corp or media, NGO reports/webs	ny's exposure to ESG orate publications and sites, multi-sector	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.  NEGL Low Medium High Severe					
		ompany feedback, uality & peer revie	ESG controversies, issuer : ws.	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 ove of financial mat n future risk-adj	istainable companies the rest the long term. The merality including informusted performance. Mathigher materiality and y basis.	ethodology considers ation that significantly teriality is applied by	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.					
MSCI				anagement of financially their exposure to ESG ris					nethodology to	
	AAA	8.571-10.000	Landon							
	AA	7.143-8.570	Leader:	leading its industry in m	anaging the most s	ignificant ESG ri	sks and opportunitie	es		
	Α	5.714-7.142								
	BBB	4.286-5.713	Average:	a mixed or unexceptional industry peers	nal track record of managing the most significant ESG risks and opportunities 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			sed on its high exposure and failure to manage significant ESG risks					
Moody's ESG colutions	believes tha	t a company inte		take into account ESG of to its business model and medium to long term.						
Refinitiv ESG rating	based on pu	blicly available	and auditable data. The	a company's relative ES 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 perfessification. The score ran			of ESG risks, op	portunities, ar	impacts	
Bloomberg	ESG Score		score is based on Bloor	ating the company's aggi mberg's view of ESG fina the weights are determin	ncial materiality.	The score is	a weighted gene	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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# Vatcharut Vacharawongsith 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
11-Oct-2022 17-Jan-2023	BUY BUY	21.00 22.00	10-Apr-2024 24-Sep-2024	BUY BUY	24.00 27.00	02-Dec-2024	BUY	30.00

Vatcharut Vacharawongsith started covering this stock from 04-Sep-2025

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Praram 9 Hospital	PR9 TB	THB 22.70	BUY	Downside risks to our DCF-based target price include 1) weak patient volumes following the economic slowdown; 2) regulatory risks from drug price and medical bill controls; and 3) higher-than-expected expenses from its new building.

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 03-Sep-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.