

# BANGKOK CHAIN HOSPITAL

## THAILAND / HEALTHCARE

BCH TB

**BUY**

UNCHANGED

|                 |           |
|-----------------|-----------|
| TARGET PRICE    | THB28.50  |
| CLOSE           | THB20.10  |
| UP/DOWNSIDE     | +41.8%    |
| PRIOR TP        | THB28.50  |
| CHANGE IN TP    | UNCHANGED |
| TP vs CONSENSUS | +18.8%    |

## Promising organic growth post Covid

- Expect 2Q22 earnings to drop by 41% q-q to THB1.2b due to the slowdown of Covid revenue, but still exceed 2Q19's level by 360%.
- Potential upside from pent-up demand from international patients, especially Middle East, and possible rate hike for SSO scheme.
- Cheap valuation; 2023E profit to exceed pre-Covid level by 72%.

### Expect 2Q22 organic revenue to exceed pre-Covid by 16%

We expect Covid-related revenue to drop from THB4.5b in 1Q22 to THB2.7b (accounting for c52% of 2Q22E total revenue) due to fewer Covid infection cases. Covid testing volume should drop by c50% q-q, and Covid patients in hospitals and 'hospitals' should drop by c60% q-q to c5,000 beds/day. We estimate these would be replaced by c10,000 home isolation cases/day. On a positive note, organic revenue should exceed the pre-Covid level by 17% via more SSO members (985k in 2Q22 vs 892k in 2Q21) and strong pent-up demand from non-Covid patients. We estimate total revenue in 2Q22 to drop 27% q-q and core profit to drop 41% q-q to THB1.2b, but still exceed 2Q19's level by 360%.

### International patient revenue to exceed pre-Covid by up to 70%

The recovery of international patient revenue has been impressive and better than peers, with revenue estimated at THB0.6b in 1H22, exceeding pre-Covid by c40%. The momentum should be stronger in 3Q22, driven by Middle East patients following the peak season after Ramadan. In addition, BCH launched its International Diabetic Wound Center at KH RAM in May to capture more Middle East patients, and expects revenue of THB20m/month. Overall, we estimate international patient revenue of THB1.3b-1.5b in 2022-23, significantly jumping from THB0.9b in 2019 – a key organic growth driver for BCH when Covid revenue subsides.

### Earnings upside from SSO's potential payment rate hike

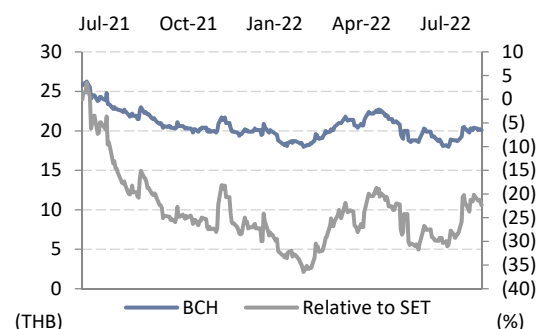
We see a potential upside from SSO revenue, as there is a possibility that the SSO may raise the payment rate in 2H22 or 1H23. The last increase (average of 5%) was in Jan-20 and the SSO normally adjusts the rate every 2-3 years. We estimate that a 5% increase in payment rate would lead to a c8-9% upside to our 2023E core profit, all else being equal.

### Trading at a cheaper valuation than peers and historical level

BCH trades at an attractive valuation of 25x 2023E P/E. If we exclude its cTHB6.0b (THB2.4/shr) cash on hand and accrued medical income, the valuation would be 23x 2023E P/E, lower than its peers' average of 34x and its own five-year average of 31x, while it offers 2023 earnings which we estimate to exceed the pre-Covid level by 72%.

## KEY STOCK DATA

| YE Dec (THB m)       | 2021   | 2022E  | 2023E  | 2024E  |
|----------------------|--------|--------|--------|--------|
| Revenue              | 21,405 | 20,531 | 12,451 | 13,414 |
| Net profit           | 6,846  | 4,656  | 1,977  | 2,272  |
| EPS (THB)            | 2.75   | 1.87   | 0.79   | 0.91   |
| vs Consensus (%)     | -      | 15.0   | (2.9)  | 15.3   |
| EBITDA               | 10,248 | 7,297  | 3,888  | 4,319  |
| Core net profit      | 6,846  | 4,656  | 1,977  | 2,272  |
| Core EPS (THB)       | 2.75   | 1.87   | 0.79   | 0.91   |
| Chg. In EPS est. (%) | -      | -      | -      | -      |
| EPS growth (%)       | 456.9  | (32.0) | (57.5) | 14.9   |
| Core P/E (x)         | 7.3    | 10.8   | 25.4   | 22.1   |
| Dividend yield (%)   | 1.6    | 6.0    | 4.6    | 2.0    |
| EV/EBITDA (x)        | 5.2    | 6.9    | 12.9   | 11.2   |
| Price/book (x)       | 3.9    | 3.4    | 3.5    | 3.2    |
| Net debt/Equity (%)  | 12.5   | (8.6)  | (10.1) | (20.6) |
| ROE (%)              | 68.9   | 33.7   | 13.7   | 15.2   |



| Share price performance        | 1 Month                   | 3 Month | 12 Month |
|--------------------------------|---------------------------|---------|----------|
| Absolute (%)                   | 11.7                      | (11.1)  | (21.2)   |
| Relative to country (%)        | 12.8                      | (4.0)   | (21.6)   |
| Mkt cap (USD m)                | 1,369                     |         |          |
| 3m avg. daily turnover (USD m) | 9.9                       |         |          |
| Free float (%)                 | 44                        |         |          |
| Major shareholder              | Chalerm Harnphanich (33%) |         |          |
| 12m high/low (THB)             | 26.75/17.70               |         |          |
| Issued shares (m)              | 2,493.75                  |         |          |

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

BCH is the leading service provider under the Social Security Office (SSO) scheme with a 5% market share. It will likely be the hospital that benefits the most from Covid-19 services, including screening services and treatment services for Covid patients.

After Covid-19 subsidies, the World Medical Hospital (WMC) should continue to capture the rising demand from medical tourists. Currently, 50% of WMC's revenue is derived from international patients, especially Middle Eastern patients. The recovery of that patient segment should start in 2022.

BCH opened three new hospitals in 2020-21. We see Covid-19 as the driver for its new hospitals to turn around earlier than expected due to the influx of Covid patients, some of which could convert to regular patients in the future.

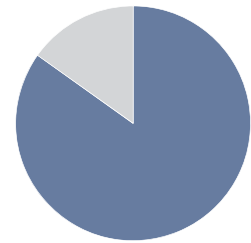
## Company profile

The company operates its business as a group, providing healthcare services for both cash patients and patients under the social security scheme.

[www.bangkokchainhospital.com](http://www.bangkokchainhospital.com)

## Principal activities (revenue, 2021)

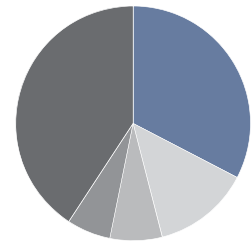
- Cash patient revenue - 84.8 %
- SSO patient revenue - 15.2 %



Source: Bangkok Chain Hospital

## Major shareholders

- Chalerm Harnphanich - 32.6 %
- Thai NVDR - 13.4 %
- Somporn Harnphanich - 7.2 %
- Thailand Social Security Office - 6.1 %
- Others - 40.8 %



Source: Bangkok Chain Hospital

## Catalysts

Key growth drivers include 1) more SSO registered members; 2) rising demand from medical tourists; and 3) an improving EBITDA margin led by new hospitals

## Risks to our call

Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) SSO provision expenses following a limited SSO budget.

## Event calendar

| Date     | Event                     |
|----------|---------------------------|
| Aug 2022 | 2Q22 results announcement |

## Key assumptions

|                              | 2022E<br>(%) | 2023E<br>(%) | 2024E<br>(%) |
|------------------------------|--------------|--------------|--------------|
| SSO volume growth            | 16           | 7            | 3            |
| SSO revenue / patient growth | 2            | 2            | 2            |
| OPD volume growth            | 7            | (49)         | 3            |
| OPD revenue / patient growth | (8)          | 33           | 3            |
| IPD volume growth            | (14)         | (63)         | 4            |
| IPD revenue / patient growth | 2            | 8            | 8            |

Source: FSSIA estimates

## Earnings sensitivity

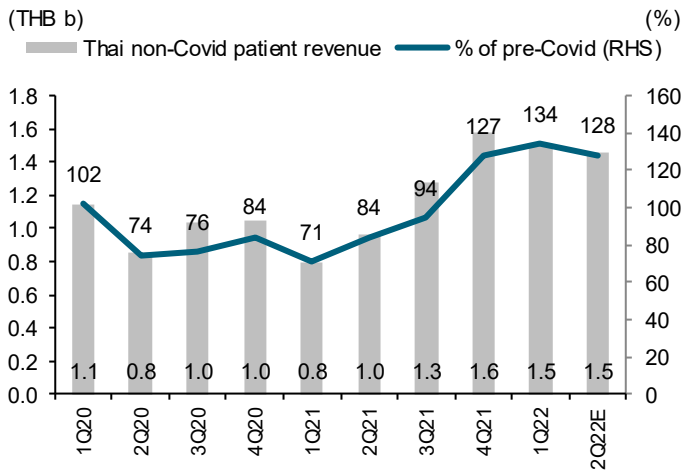
- For every 1% increase in patient volume, we project 2023 earnings would rise by 2%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project 2023 earnings would rise by 5%, and vice versa, all else being equal.

Source: FSSIA estimates

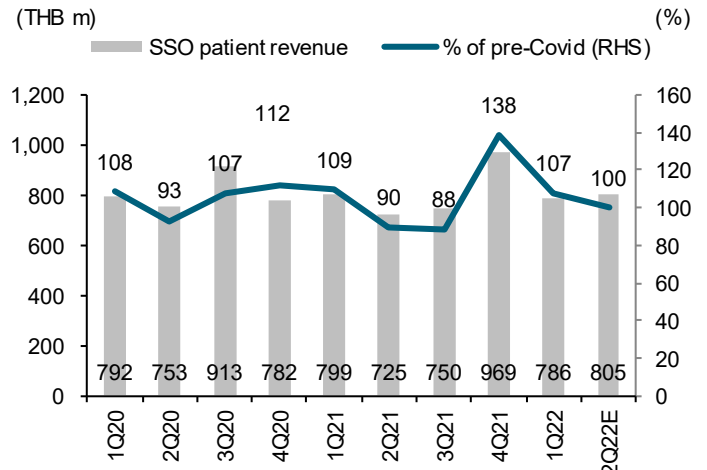
## Exhibit 1: 2Q22 results preview

|                                  | 2Q21           | 3Q21           | 4Q21           | 1Q22           | 2Q22E          | ----- Change ----- |              | 1H21         | 1H22E         | Chg.         | 2022E         |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------|---------------|--------------|---------------|
|                                  | (THB m)        | (THB m)        | (THB m)        | (THB m)        | (THB m)        | (q-q %)            | (y-y %)      | (THB m)      | (THB m)       | (y-y %)      | (THB m)       |
| <b>Sales</b>                     | <b>4,313</b>   | <b>7,959</b>   | <b>6,816</b>   | <b>7,087</b>   | <b>5,162</b>   | <b>(27)</b>        | <b>20</b>    | <b>6,630</b> | <b>12,249</b> | <b>85</b>    | <b>20,531</b> |
| COGS (incl. depreciation)        | (2,318)        | (3,689)        | (2,935)        | (3,890)        | (3,097)        | (20)               | 34           | (3,937)      | (6,987)       | 77           | (12,327)      |
| <b>Gross profit</b>              | <b>1,995</b>   | <b>4,271</b>   | <b>3,881</b>   | <b>3,197</b>   | <b>2,065</b>   | <b>(35)</b>        | <b>4</b>     | <b>2,692</b> | <b>5,262</b>  | <b>95</b>    | <b>8,205</b>  |
| SG&A                             | (401)          | (367)          | (411)          | (491)          | (430)          | (12)               | 7            | (691)        | (921)         | 33           | (1,889)       |
| <b>Operating profit</b>          | <b>1,594</b>   | <b>3,904</b>   | <b>3,470</b>   | <b>2,706</b>   | <b>1,635</b>   | <b>(40)</b>        | <b>3</b>     | <b>2,001</b> | <b>4,341</b>  | <b>117</b>   | <b>6,316</b>  |
| Net other income                 | 18             | 19             | 24             | 32             | 30             | (5)                | 64           | 86           | 62            | (28)         | 153           |
| Interest expense                 | (35)           | (40)           | (48)           | (48)           | (46)           | (5)                | 30           | (63)         | (94)          | 49           | (124)         |
| <b>Pretax profit</b>             | <b>1,577</b>   | <b>3,882</b>   | <b>3,445</b>   | <b>2,690</b>   | <b>1,619</b>   | <b>(40)</b>        | <b>3</b>     | <b>2,024</b> | <b>4,309</b>  | <b>113</b>   | <b>6,345</b>  |
| Income Tax                       | (312)          | (772)          | (679)          | (542)          | (324)          | (40)               | 4            | (395)        | (866)         | 119          | (1,269)       |
| Associates                       | 1              | 0              | 1              | 1              | 1              | 52                 | 51           | 1            | 2             | n/a          | 0             |
| Minority interest                | (121)          | (215)          | (286)          | (120)          | (100)          | (17)               | (17)         | (161)        | (220)         | 37           | (420)         |
| <b>Core profit</b>               | <b>1,146</b>   | <b>2,896</b>   | <b>2,480</b>   | <b>2,028</b>   | <b>1,196</b>   | <b>(41)</b>        | <b>4</b>     | <b>1,469</b> | <b>3,225</b>  | <b>119</b>   | <b>4,656</b>  |
| Extraordinaries, GW & FX         | 0              | 0              | 0              | 0              | 0              |                    |              |              |               |              |               |
| <b>Reported net profit</b>       | <b>1,146</b>   | <b>2,896</b>   | <b>2,480</b>   | <b>2,028</b>   | <b>1,196</b>   | <b>(41)</b>        | <b>4</b>     | <b>1,469</b> | <b>3,225</b>  | <b>119</b>   | <b>4,656</b>  |
| Outstanding shares (m)           | 2,494          | 2,494          | 2,494          | 2,494          | 2,494          | 0                  | 0            | 2,494        | 2,494         | 0            | 2,494         |
| <b>Core EPS (THB)</b>            | <b>0.46</b>    | <b>1.16</b>    | <b>0.99</b>    | <b>0.81</b>    | <b>0.48</b>    | <b>(41)</b>        | <b>4</b>     | <b>0.59</b>  | <b>1.29</b>   | <b>119</b>   | <b>1.87</b>   |
| <b>EPS (THB)</b>                 | <b>0.46</b>    | <b>1.16</b>    | <b>0.99</b>    | <b>0.81</b>    | <b>0.48</b>    | <b>(41)</b>        | <b>4</b>     | <b>0.59</b>  | <b>1.29</b>   | <b>119</b>   | <b>1.87</b>   |
| COGS (excl. depreciation)        | 2,113          | 3,468          | 2,703          | 3,656          | 2,859          | (22)               | 35           | 3,516        | 6,515         | 85           | 11,346        |
| Depreciation                     | 205            | 220            | 232            | 234            | 239            | 2                  | 16           | 422          | 472           | 12           | 981           |
| <b>EBITDA</b>                    | <b>1,817</b>   | <b>4,143</b>   | <b>3,725</b>   | <b>2,972</b>   | <b>1,903</b>   | <b>(36)</b>        | <b>5</b>     | <b>2,508</b> | <b>4,875</b>  | <b>94</b>    | <b>7,450</b>  |
| <b>Key ratios</b>                | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>       | <b>(ppt)</b> | <b>(%)</b>   | <b>(%)</b>    | <b>(ppt)</b> | <b>(%)</b>    |
| Gross margin                     | 46             | 54             | 57             | 45             | 40             | (5)                | (6)          | 41           | 43            | 2            | 40            |
| SG&A/Revenue                     | 9              | 5              | 6              | 7              | 8              | 1                  | (1)          | 10           | 8             | (3)          | 9             |
| EBITDA margin                    | 42             | 52             | 55             | 42             | 37             | (5)                | (5)          | 38           | 40            | 2            | 36            |
| Net profit margin                | 27             | 36             | 36             | 29             | 23             | (5)                | (3)          | 22           | 26            | 4            | 23            |
| <b>Operating stats</b>           | <b>(y-y %)</b> | <b>(y-y %)</b> | <b>(y-y %)</b> | <b>(y-y %)</b> | <b>(y-y %)</b> |                    |              |              |               |              |               |
| Cash-OPD revenue growth          | 117            | 70             | 101            | 121            | n/a            |                    |              |              |               |              |               |
| Cash-OPD volume growth           | 170            | 157            | 199            | 213            | n/a            |                    |              |              |               |              |               |
| Cash-OPD revenue per head growth | (20)           | (34)           | (33)           | (29)           | n/a            |                    |              |              |               |              |               |
| Cash-IPD revenue growth          | 263            | 966            | 526            | 514            | n/a            |                    |              |              |               |              |               |
| Cash-IPD volume growth           | 453            | 1,352          | 247            | 2,035          | n/a            |                    |              |              |               |              |               |
| Cash-IPD revenue per head growth | (34)           | (27)           | 80             | (71)           | n/a            |                    |              |              |               |              |               |
| SSO revenue growth               | (4)            | (18)           | 24             | 81             | 11             |                    |              |              |               |              |               |
| SSO registered member ('000)     | 890            | 894            | 899            | 936            | n/a            |                    |              |              |               |              |               |
| SSO registered member growth     | 0              | 1              | 2              | 5              | n/a            |                    |              |              |               |              |               |
| SSO revenue per head growth      | (4)            | (19)           | 21             | 72             | n/a            |                    |              |              |               |              |               |

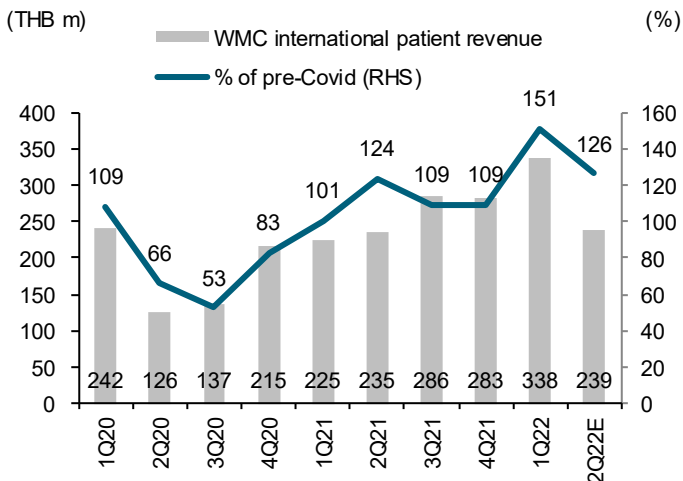
Sources: BCH; FSSIA estimates

**Exhibit 2: Non-Covid Thai general patient revenue**

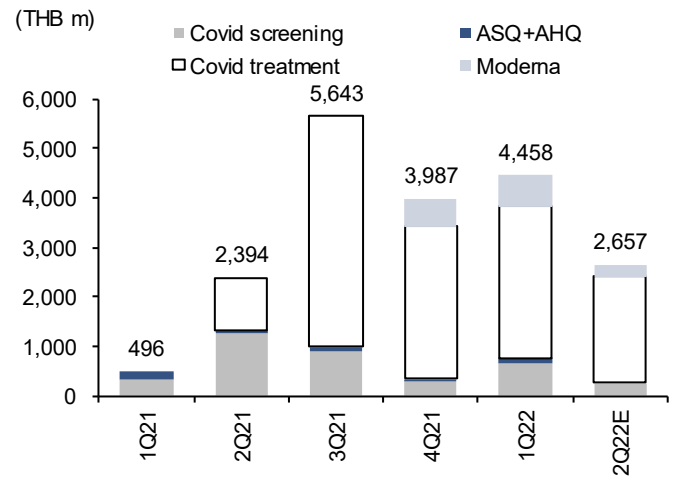
Source: BCH

**Exhibit 3: SSO revenue**

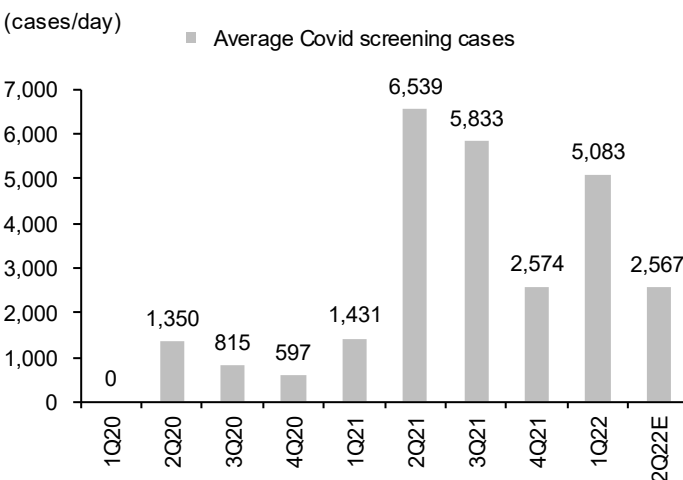
Source: BCH

**Exhibit 4: WMC – international patient revenue**

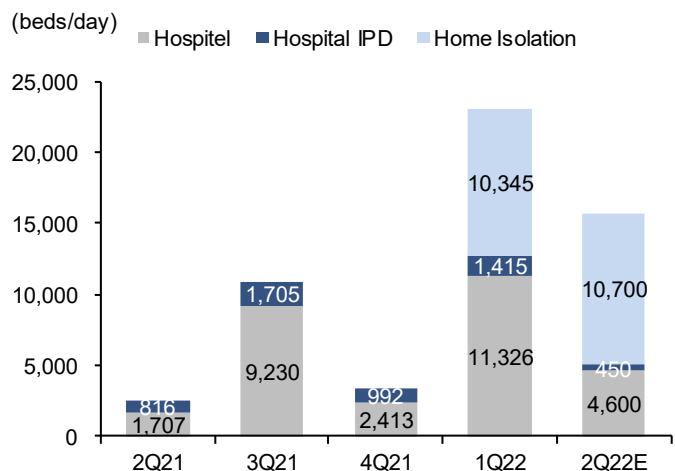
Source: BCH

**Exhibit 5: Covid-related revenue**

Sources: BCH; FSSIA estimates

**Exhibit 6: Number of Covid screening cases**

Source: BCH

**Exhibit 7: Number of Covid patients under BCH's care**

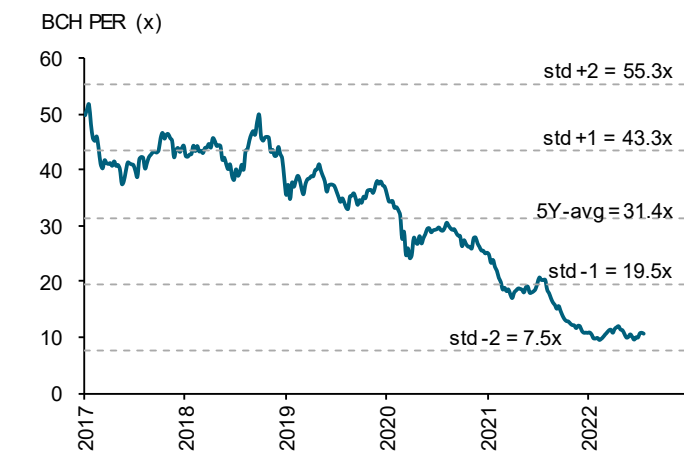
Note: Home isolation started on 4 Mar 2022

Source: BCH

**Exhibit 8: Healthcare sector share price performance and 2023E core profit compared to 2019 level**

| Stocks                              | Price performance |              |                 |                   | Net profit      |                  |             |
|-------------------------------------|-------------------|--------------|-----------------|-------------------|-----------------|------------------|-------------|
|                                     | 2020<br>(%)       | 2021<br>(%)  | 2022 YTD<br>(%) | Since 2020<br>(%) | 2019<br>(THB m) | 2023E<br>(THB m) | diff<br>(%) |
| Bangkok Dusit Med Services PCL      | (20.0)            | 10.6         | 17.4            | 3.8               | 10,053          | 12,544           | 25          |
| Bumrungrad Hospital PCL             | (18.4)            | 17.5         | 26.6            | 21.4              | 3,883           | 4,200            | 8           |
| Ramkhamhaeng Hospital PCL           | (8.2)             | 42.5         | 32.7            | 73.5              | 1,474           | 2,240            | 52          |
| Thonburi Healthcare Group PCL       | (3.7)             | 44.7         | 72.5            | 140.2             | 322             | 713              | 122         |
| <b>Bangkok Chain Hospital PCL</b>   | <b>(20.5)</b>     | <b>47.8</b>  | <b>0.0</b>      | <b>17.5</b>       | <b>1,149</b>    | <b>1,977</b>     | <b>72</b>   |
| Chularat Hospital PCL               | (4.7)             | 48.8         | 2.2             | 45.0              | 719             | 1,456            | 103         |
| Vibhavadi Medical Center PCL        | (17.9)            | 79.6         | (8.3)           | 35.2              | 853             | 1,165            | 37          |
| Praram 9 Hospital PCL               | 14.6              | 22.2         | 50.0            | 110.2             | 312             | 492              | 58          |
| Sikarin PCL                         | 28.7              | 100.0        | (6.9)           | 139.6             | 242.3           | n/a              | -           |
| Principal Capital PCL               | (18.0)            | 18.5         | 39.2            | 35.2              | (347.1)         | n/a              | -           |
| Chiang Mai Ram Medical Business PCL | (12.9)            | 73.9         | (9.2)           | 37.6              | 157.8           | n/a              | -           |
| Srivichai Vejvivat PCL              | 17.7              | 53.4         | 0.9             | 82.3              | 200.4           | n/a              | -           |
| Ekachai Medical Care PCL            | (25.6)            | 46.6         | 9.7             | 19.6              | 160.5           | 220.5            | 37          |
| <b>Average</b>                      | <b>(6.83)</b>     | <b>46.61</b> | <b>17.44</b>    | <b>58.55</b>      |                 |                  | <b>57</b>   |

Source: Bloomberg

**Exhibit 9: Historical P/E band**

Sources: Bloomberg; FSSIA estimates

**Exhibit 10: Historical P/BV band**

Sources: Bloomberg; FSSIA estimates

**Exhibit 11: Peer comparisons as of 22 Jul-22**

| Company                     | BBG       | Rec    | Share price      |                 |               | Market<br>Cap<br>(USD m) | PE         |            | ROE        |            | PBV        |            | - EV/ EBITDA - |            |
|-----------------------------|-----------|--------|------------------|-----------------|---------------|--------------------------|------------|------------|------------|------------|------------|------------|----------------|------------|
|                             |           |        | Current<br>(LCY) | Target<br>(LCY) | Upside<br>(%) |                          | 22E<br>(x) | 23E<br>(x) | 22E<br>(%) | 23E<br>(%) | 22E<br>(x) | 23E<br>(x) | 22E<br>(x)     | 23E<br>(x) |
| Thailand                    |           |        |                  |                 |               |                          |            |            |            |            |            |            |                |            |
| Bangkok Dusit Med Service   | BDMS TB   | BUY    | 27.00            | 31.00           | 15            | 11,722                   | 42.5       | 34.2       | 11.8       | 13.9       | 4.9        | 4.6        | 21.6           | 18.3       |
| Bumrungrad Hospital         | BH TB     | BUY    | 178.50           | 210.00          | 18            | 3,876                    | 46.6       | 33.8       | 17.4       | 22.6       | 8.0        | 7.3        | 27.8           | 21.2       |
| Bangkok Chain Hospital      | BCH TB    | BUY    | 20.10            | 28.50           | 42            | 1,369                    | 10.8       | 25.4       | 33.7       | 13.7       | 3.4        | 3.5        | 6.9            | 12.9       |
| Chularat Hospital           | CHG TB    | BUY    | 3.74             | 4.70            | 26            | 1,124                    | 13.6       | 28.3       | 37.8       | 17.7       | 4.9        | 5.1        | 9.1            | 16.8       |
| Praram 9 Hospital           | PR9 TB    | BUY    | 16.50            | 18.00           | 9             | 354                      | 26.8       | 26.4       | 10.9       | 10.4       | 2.8        | 2.7        | 12.7           | 12.3       |
| Thonburi Healthcare Group   | THG TB    | REDUCE | 64.25            | 45.00           | (30)          | 1,487                    | 38.2       | 76.5       | 15.1       | 7.4        | 5.6        | 5.7        | 21.9           | 30.6       |
| Vibhavadi Medical Center    | VIBHA TB  | BUY    | 2.42             | 3.20            | 32            | 897                      | 31.4       | 30.3       | 8.1        | 7.3        | 2.3        | 2.2        | 28.3           | 25.6       |
| Ramkhamhaeng Hospital       | RAM TB    | BUY    | 52.75            | 62.00           | 18            | 1,729                    | 28.4       | 28.3       | 12.5       | 11.8       | 3.4        | 3.2        | 24.5           | 23.6       |
| Rajthanee Hospital          | RJH TB    | n/a    | 39.50            | n/a             | n/a           | 322                      | 12.7       | 26.5       | 46.6       | 20.0       | 7.9        | 5.3        | 9.0            | 17.1       |
| Ekachai Medical Care        | EKH TB    | n/a    | 7.70             | n/a             | n/a           | 130                      | 25.3       | 25.2       | 14.3       | 13.0       | 5.5        | 3.1        | 13.9           | 13.1       |
| Thailand average            |           |        |                  |                 |               | 23,012                   | 27.6       | 33.5       | 20.8       | 13.8       | 4.9        | 4.3        | 17.6           | 19.2       |
| Regional                    |           |        |                  |                 |               |                          |            |            |            |            |            |            |                |            |
| Ramsay Health Care          | RHC AU    | n/a    | 71.18            | n/a             | n/a           | 11,243                   | 51.2       | 29.2       | 8.2        | 12.9       | 4.0        | 4.0        | 13.0           | 10.6       |
| Ihh Healthcare Bhd          | IHH SP    | n/a    | 2.02             | n/a             | n/a           | 12,816                   | 34.8       | 30.4       | 6.8        | 7.4        | 2.3        | 2.3        | 15.4           | 14.4       |
| Ryman Healthcare            | RYM NZ    | n/a    | 9.00             | n/a             | n/a           | 2,791                    | 19.5       | 16.2       | 7.4        | 7.6        | 1.3        | 1.3        | 19.1           | 15.9       |
| Apollo Hospitals Enterprise | APHS IN   | n/a    | 4,125            | n/a             | n/a           | 7,435                    | 64.2       | 54.1       | 18.6       | 17.5       | 10.5       | 10.5       | 27.2           | 24.7       |
| Kpj Healthcare Berhad       | KPJ MK    | n/a    | 0.85             | n/a             | n/a           | 829                      | 30.4       | 22.4       | 5.6        | 7.4        | 1.7        | 1.7        | 12.2           | 11.0       |
| Raffles Medical Group       | RFMD SP   | n/a    | 1.12             | n/a             | n/a           | 1,508                    | 29.7       | 27.6       | 7.5        | 7.7        | 2.2        | 2.2        | 14.5           | 13.8       |
| Mitra Keluarga Karyasehat   | MIKA IJ   | n/a    | 2,700            | n/a             | n/a           | 2,591                    | 36.4       | 32.4       | 18.8       | 19.0       | 6.6        | 6.6        | 23.2           | 20.6       |
| Aier Eye Hospital Group     | 300015 CH | n/a    | 33.20            | n/a             | n/a           | 34,540                   | 74.6       | 56.2       | 22.4       | 24.2       | 17.3       | 17.3       | 44.7           | 34.9       |
| Regional average            |           |        |                  |                 |               | 73,753                   | 42.6       | 33.6       | 11.9       | 13.0       | 5.7        | 5.7        | 21.2           | 18.2       |
| Overall average             |           |        |                  |                 |               | 96,765                   | 34.3       | 33.5       | 16.9       | 13.4       | 5.3        | 4.9        | 19.2           | 18.7       |

Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Bangkok Chain Hospital

| Profit and Loss (THB m) Year Ending Dec           | 2020         | 2021          | 2022E        | 2023E        | 2024E        |
|---------------------------------------------------|--------------|---------------|--------------|--------------|--------------|
| Revenue                                           | 8,928        | 21,405        | 20,531       | 12,451       | 13,414       |
| Cost of goods sold                                | (5,193)      | (9,687)       | (11,346)     | (7,317)      | (7,820)      |
| <b>Gross profit</b>                               | <b>3,735</b> | <b>11,717</b> | <b>9,186</b> | <b>5,133</b> | <b>5,594</b> |
| Other operating income                            | -            | -             | -            | -            | -            |
| Operating costs                                   | (1,213)      | (1,469)       | (1,889)      | (1,245)      | (1,274)      |
| <b>Operating EBITDA</b>                           | <b>2,523</b> | <b>10,248</b> | <b>7,297</b> | <b>3,888</b> | <b>4,319</b> |
| Depreciation                                      | (782)        | (874)         | (981)        | (1,018)      | (1,056)      |
| Goodwill amortisation                             | -            | -             | -            | -            | -            |
| <b>Operating EBIT</b>                             | <b>1,741</b> | <b>9,374</b>  | <b>6,316</b> | <b>2,870</b> | <b>3,263</b> |
| Net financing costs                               | (125)        | (147)         | (102)        | (64)         | (48)         |
| Associates                                        | 3            | 2             | 0            | 2            | 2            |
| Recurring non-operating income                    | 89           | 127           | 131          | 137          | 143          |
| Non-recurring items                               | 0            | 0             | 0            | 0            | 0            |
| <b>Profit before tax</b>                          | <b>1,705</b> | <b>9,354</b>  | <b>6,345</b> | <b>2,943</b> | <b>3,359</b> |
| Tax                                               | (313)        | (1,846)       | (1,269)      | (588)        | (671)        |
| <b>Profit after tax</b>                           | <b>1,392</b> | <b>7,507</b>  | <b>5,076</b> | <b>2,355</b> | <b>2,688</b> |
| Minority interests                                | (163)        | (661)         | (420)        | (378)        | (416)        |
| Preferred dividends                               | -            | -             | -            | -            | -            |
| Other items                                       | -            | -             | -            | -            | -            |
| <b>Reported net profit</b>                        | <b>1,229</b> | <b>6,846</b>  | <b>4,656</b> | <b>1,977</b> | <b>2,272</b> |
| <b>Non-recurring items &amp; goodwill (net)</b>   | <b>0</b>     | <b>0</b>      | <b>0</b>     | <b>0</b>     | <b>0</b>     |
| <b>Recurring net profit</b>                       | <b>1,229</b> | <b>6,846</b>  | <b>4,656</b> | <b>1,977</b> | <b>2,272</b> |
| <b>Per share (THB)</b>                            |              |               |              |              |              |
| Recurring EPS *                                   | 0.49         | 2.75          | 1.87         | 0.79         | 0.91         |
| Reported EPS                                      | 0.49         | 2.75          | 1.87         | 0.79         | 0.91         |
| DPS                                               | 0.23         | 0.33          | 1.20         | 0.93         | 0.40         |
| Diluted shares (used to calculate per share data) | 2,494        | 2,494         | 2,494        | 2,494        | 2,494        |
| <b>Growth</b>                                     |              |               |              |              |              |
| Revenue (%)                                       | 0.5          | 139.8         | (4.1)        | (39.4)       | 7.7          |
| Operating EBITDA (%)                              | 10.7         | 306.3         | (28.8)       | (46.7)       | 11.1         |
| Operating EBIT (%)                                | 7.8          | 438.6         | (32.6)       | (54.6)       | 13.7         |
| Recurring EPS (%)                                 | 7.0          | 456.9         | (32.0)       | (57.5)       | 14.9         |
| Reported EPS (%)                                  | 8.3          | 456.9         | (32.0)       | (57.5)       | 14.9         |
| <b>Operating performance</b>                      |              |               |              |              |              |
| Gross margin inc. depreciation (%)                | 33.1         | 50.7          | 40.0         | 33.1         | 33.8         |
| Gross margin of key business (%)                  | 33.1         | 50.7          | 40.0         | 33.1         | 33.8         |
| Operating EBITDA margin (%)                       | 28.3         | 47.9          | 35.5         | 31.2         | 32.2         |
| Operating EBIT margin (%)                         | 19.5         | 43.8          | 30.8         | 23.1         | 24.3         |
| Net margin (%)                                    | 13.8         | 32.0          | 22.7         | 15.9         | 16.9         |
| Effective tax rate (%)                            | 18.4         | 19.7          | 20.0         | 20.0         | 20.0         |
| Dividend payout on recurring profit (%)           | 46.7         | 12.0          | 64.3         | 117.8        | 43.5         |
| Interest cover (X)                                | 14.6         | 64.5          | 63.5         | 46.8         | 71.7         |
| Inventory days                                    | 16.9         | 12.9          | 15.3         | 21.0         | 15.9         |
| Debtor days                                       | 67.5         | 42.9          | 63.1         | 104.0        | 96.5         |
| Creditor days                                     | 52.7         | 40.3          | 47.4         | 65.2         | 49.5         |
| Operating ROIC (%)                                | 11.4         | 51.4          | 33.7         | 16.2         | 19.0         |
| ROIC (%)                                          | 11.5         | 50.1          | 33.0         | 16.3         | 19.0         |
| ROE (%)                                           | 18.7         | 68.9          | 33.7         | 13.7         | 15.2         |
| ROA (%)                                           | 9.8          | 35.5          | 20.3         | 10.5         | 12.6         |
| * Pre-exceptional, pre-goodwill and fully diluted |              |               |              |              |              |
| <b>Revenue by Division (THB m)</b>                |              |               |              |              |              |
| Cash patient revenue                              | 5,688        | 18,161        | 16,693       | 8,261        | 9,013        |
| SSO patient revenue                               | 3,240        | 3,244         | 3,838        | 4,189        | 4,401        |
| NHSO patient revenue                              | 0            | 0             | 0            | 0            | 0            |

Sources: Bangkok Chain Hospital; FSSIA estimates

## Financial Statements

### Bangkok Chain Hospital

| Cash Flow (THB m) Year Ending Dec                                                                                           | 2020           | 2021           | 2022E          | 2023E          | 2024E          |
|-----------------------------------------------------------------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Recurring net profit                                                                                                        | 1,229          | 6,846          | 4,656          | 1,977          | 2,272          |
| Depreciation                                                                                                                | 782            | 874            | 981            | 1,018          | 1,056          |
| Associates & minorities                                                                                                     | -              | -              | -              | -              | -              |
| Other non-cash items                                                                                                        | 94             | 660            | 418            | 378            | 416            |
| Change in working capital                                                                                                   | (593)          | (2,204)        | 1,350          | (9)            | 108            |
| <b>Cash flow from operations</b>                                                                                            | <b>1,512</b>   | <b>6,175</b>   | <b>7,405</b>   | <b>3,363</b>   | <b>3,852</b>   |
| Capex - maintenance                                                                                                         | (2,546)        | (678)          | (1,024)        | (623)          | (671)          |
| Capex - new investment                                                                                                      | -              | -              | -              | -              | -              |
| Net acquisitions & disposals                                                                                                | 5              | (1)            | 0              | 0              | 0              |
| Other investments (net)                                                                                                     | -              | -              | -              | -              | -              |
| <b>Cash flow from investing</b>                                                                                             | <b>(2,541)</b> | <b>(679)</b>   | <b>(1,024)</b> | <b>(623)</b>   | <b>(671)</b>   |
| Dividends paid                                                                                                              | (574)          | (821)          | (2,992)        | (2,328)        | (988)          |
| Equity finance                                                                                                              | 0              | 0              | 0              | 0              | 0              |
| Debt finance                                                                                                                | 1,837          | (274)          | (3,000)        | (800)          | (800)          |
| Other financing cash flows                                                                                                  | (168)          | (90)           | (210)          | (189)          | (208)          |
| <b>Cash flow from financing</b>                                                                                             | <b>1,096</b>   | <b>(1,186)</b> | <b>(6,202)</b> | <b>(3,317)</b> | <b>(1,996)</b> |
| Non-recurring cash flows                                                                                                    | -              | -              | -              | -              | -              |
| Other adjustments                                                                                                           | 0              | 0              | 0              | 0              | 0              |
| <b>Net other adjustments</b>                                                                                                | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| <b>Movement in cash</b>                                                                                                     | <b>67</b>      | <b>4,310</b>   | <b>178</b>     | <b>(576)</b>   | <b>1,185</b>   |
| Free cash flow to firm (FCFF)                                                                                               | (896.48)       | 5,647.32       | 6,504.10       | 2,828.35       | 3,249.05       |
| Free cash flow to equity (FCFE)                                                                                             | 640.69         | 5,131.91       | 3,170.23       | 1,751.97       | 2,172.97       |
| <b>Per share (THB)</b>                                                                                                      |                |                |                |                |                |
| FCFF per share                                                                                                              | (0.36)         | 2.26           | 2.61           | 1.13           | 1.30           |
| FCFE per share                                                                                                              | 0.26           | 2.06           | 1.27           | 0.70           | 0.87           |
| Recurring cash flow per share                                                                                               | 0.84           | 3.36           | 2.43           | 1.35           | 1.50           |
| Balance Sheet (THB m) Year Ending Dec                                                                                       | 2020           | 2021           | 2022E          | 2023E          | 2024E          |
| Tangible fixed assets (gross)                                                                                               | 18,773         | 19,417         | 20,444         | 21,066         | 21,737         |
| Less: Accumulated depreciation                                                                                              | (6,369)        | (7,175)        | (8,156)        | (9,174)        | (10,230)       |
| <b>Tangible fixed assets (net)</b>                                                                                          | <b>12,404</b>  | <b>12,243</b>  | <b>12,288</b>  | <b>11,892</b>  | <b>11,507</b>  |
| <b>Intangible fixed assets (net)</b>                                                                                        | <b>522</b>     | <b>540</b>     | <b>540</b>     | <b>540</b>     | <b>540</b>     |
| Long-term financial assets                                                                                                  | -              | -              | -              | -              | -              |
| Invest. in associates & subsidiaries                                                                                        | 33             | 34             | 34             | 34             | 34             |
| Cash & equivalents                                                                                                          | 946            | 5,256          | 5,434          | 4,858          | 6,043          |
| A/C receivable                                                                                                              | 1,487          | 3,547          | 3,547          | 3,547          | 3,547          |
| Inventories                                                                                                                 | 250            | 437            | 511            | 330            | 353            |
| Other current assets                                                                                                        | 856            | 4,302          | 1,969          | 56             | 60             |
| <b>Current assets</b>                                                                                                       | <b>3,538</b>   | <b>13,541</b>  | <b>11,461</b>  | <b>8,790</b>   | <b>10,002</b>  |
| Other assets                                                                                                                | 30             | 26             | 26             | 26             | 26             |
| <b>Total assets</b>                                                                                                         | <b>16,527</b>  | <b>26,384</b>  | <b>24,349</b>  | <b>21,283</b>  | <b>22,109</b>  |
| Common equity                                                                                                               | 6,885          | 12,980         | 14,643         | 14,292         | 15,575         |
| Minorities etc.                                                                                                             | 742            | 1,326          | 1,536          | 1,725          | 1,933          |
| <b>Total shareholders' equity</b>                                                                                           | <b>7,626</b>   | <b>14,306</b>  | <b>16,179</b>  | <b>16,017</b>  | <b>17,508</b>  |
| Long term debt                                                                                                              | 5,150          | 6,791          | 3,791          | 2,991          | 2,191          |
| Other long-term liabilities                                                                                                 | 207            | 170            | 170            | 170            | 170            |
| <b>Long-term liabilities</b>                                                                                                | <b>5,357</b>   | <b>6,961</b>   | <b>3,961</b>   | <b>3,161</b>   | <b>2,361</b>   |
| A/C payable                                                                                                                 | 784            | 1,358          | 1,590          | 1,025          | 1,096          |
| Short term debt                                                                                                             | 2,165          | 250            | 250            | 250            | 250            |
| Other current liabilities                                                                                                   | 595            | 3,510          | 2,369          | 830            | 894            |
| <b>Current liabilities</b>                                                                                                  | <b>3,544</b>   | <b>5,117</b>   | <b>4,209</b>   | <b>2,105</b>   | <b>2,240</b>   |
| <b>Total liabilities and shareholders' equity</b>                                                                           | <b>16,527</b>  | <b>26,384</b>  | <b>24,349</b>  | <b>21,283</b>  | <b>22,109</b>  |
| Net working capital                                                                                                         | 1,214          | 3,418          | 2,068          | 2,077          | 1,970          |
| Invested capital                                                                                                            | 14,203         | 16,260         | 14,956         | 14,570         | 14,077         |
| * Includes convertibles and preferred stock which is being treated as debt                                                  |                |                |                |                |                |
| <b>Per share (THB)</b>                                                                                                      |                |                |                |                |                |
| Book value per share                                                                                                        | 2.76           | 5.20           | 5.87           | 5.73           | 6.25           |
| Tangible book value per share                                                                                               | 2.55           | 4.99           | 5.66           | 5.51           | 6.03           |
| <b>Financial strength</b>                                                                                                   |                |                |                |                |                |
| Net debt/equity (%)                                                                                                         | 83.5           | 12.5           | (8.6)          | (10.1)         | (20.6)         |
| Net debt/total assets (%)                                                                                                   | 38.5           | 6.8            | (5.7)          | (7.6)          | (16.3)         |
| Current ratio (x)                                                                                                           | 1.0            | 2.6            | 2.7            | 4.2            | 4.5            |
| CF interest cover (x)                                                                                                       | 6.1            | 35.9           | 32.2           | 28.3           | 46.7           |
| Valuation                                                                                                                   | 2020           | 2021           | 2022E          | 2023E          | 2024E          |
| <b>Recurring P/E (x) *</b>                                                                                                  | <b>40.8</b>    | <b>7.3</b>     | <b>10.8</b>    | <b>25.4</b>    | <b>22.1</b>    |
| <b>Recurring P/E @ target price (x) *</b>                                                                                   | <b>57.8</b>    | <b>10.4</b>    | <b>15.3</b>    | <b>36.0</b>    | <b>31.3</b>    |
| Reported P/E (x)                                                                                                            | 40.8           | 7.3            | 10.8           | 25.4           | 22.1           |
| Dividend yield (%)                                                                                                          | 1.1            | 1.6            | 6.0            | 4.6            | 2.0            |
| Price/book (x)                                                                                                              | 7.3            | 3.9            | 3.4            | 3.5            | 3.2            |
| Price/tangible book (x)                                                                                                     | 7.9            | 4.0            | 3.6            | 3.6            | 3.3            |
| EV/EBITDA (x) **                                                                                                            | 22.7           | 5.2            | 6.9            | 12.9           | 11.2           |
| EV/EBITDA @ target price (x) **                                                                                             | 31.0           | 7.2            | 9.8            | 18.3           | 16.1           |
| EV/invested capital (x)                                                                                                     | 4.0            | 3.3            | 3.4            | 3.4            | 3.4            |
| * Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income |                |                |                |                |                |

Sources: Bangkok Chain Hospital; FSSIA estimates



## Corporate Governance report of Thai listed companies 2021

| EXCELLENT LEVEL – Score range 90-100 |        |        |        |        |        |        |         |        |       |        |
|--------------------------------------|--------|--------|--------|--------|--------|--------|---------|--------|-------|--------|
| AAV                                  | BCPG   | CPALL  | GCAP   | K      | MSC    | PLANET | SAMART  | SPI    | THRE  | TVD    |
| ADVANC                               | BDMS   | CPF    | GFPT   | KBANK  | MST    | PLAT   | SAMTEL  | SPRC   | THREL | TVI    |
| AF                                   | BEM    | CPI    | GGC    | KCE    | MTC    | PORT   | SAT     | SPVI   | TIPCO | TVO    |
| AH                                   | BGC    | CPN    | GLAND  | KKP    | MVP    | PPS    | SC      | SSSC   | TISCO | TWPC   |
| AIRA                                 | BGRIM  | CRC    | GLOBAL | KSL    | NCL    | PR9    | SCB     | SST    | TK    | U      |
| AKP                                  | BIZ    | CSS    | GPI    | KTB    | NEP    | PREB   | SCC     | STA    | TKT   | UAC    |
| AKR                                  | BKI    | DDD    | GPSC   | KTC    | NER    | PRG    | SCCC    | STEC   | TMT   | UBIS   |
| ALT                                  | BOL    | DELTA  | GRAMMY | LALIN  | NKI    | PRM    | SCG     | STI    | TNDT  | UV     |
| AMA                                  | BPP    | DEMCO  | GULF   | LANNA  | NOBLE  | PROUD  | SCGP    | SUN    | TNITY | VGI    |
| AMATA                                | BRR    | DRT    | GUNKUL | LH     | NSI    | PSH    | SCM     | SUSCO  | TOA   | VIH    |
| AMATAV                               | BTS    | DTAC   | HANA   | LHFG   | NVD    | PSL    | SDC     | SUTHA  | TOP   | WACOAL |
| ANAN                                 | BTW    | DUSIT  | HARN   | LIT    | NWR    | PTG    | SEAFECO | SVI    | TPBI  | WAVE   |
| AOT                                  | BWG    | EA     | HMPRO  | LPN    | NYT    | PTT    | SEOIL   | SYMC   | TQM   | WHA    |
| AP                                   | CENEL  | EASTW  | ICC    | MACO   | OISHI  | PTTEP  | SE-ED   | SYNTEC | TRC   | WHAUP  |
| ARIP                                 | CFRESH | ECF    | ICHI   | MAJOR  | OR     | PTTGC  | SELIC   | TACC   | TRU   | WICE   |
| ARROW                                | CHEWA  | ECL    | III    | MAKRO  | ORI    | PYLON  | SENA    | TASCO  | TRUE  | WINNER |
| ASP                                  | CHO    | EE     | ILINK  | MALEE  | OSP    | Q-CON  | SHR     | TCAP   | TSC   | ZEN    |
| AUCT                                 | CIMBT  | EGCO   | ILM    | MBK    | OTO    | QH     | SIRI    | TEAMG  | TSR   |        |
| AWC                                  | CK     | EPG    | INTUCH | MC     | PAP    | QTC    | SIS     | TFMAMA | TSTE  |        |
| AYUD                                 | CKP    | ETC    | IP     | MCOT   | PCSGH  | RATCH  | SITHAI  | TGH    | TSTH  |        |
| BAFS                                 | CM     | FPI    | IRPC   | METCO  | PDG    | RS     | SMK     | THANA  | TTA   |        |
| BANPU                                | CNT    | FPT    | ITEL   | MFEC   | PDJ    | S      | SMPC    | THANI  | TTB   |        |
| BAY                                  | COM7   | FSMART | IVL    | MINT   | PG     | S & J  | SNC     | THCOM  | TTCL  |        |
| BBL                                  | COMAN  | GBX    | JSP    | MONO   | PHOL   | SAAM   | SONIC   | THG    | TTW   |        |
| BCH                                  | COTTO  | GC     | JWD    | MOONG  | PLANB  | SABINA | SPALI   | THIP   | TU    |        |
| VERY GOOD LEVEL – Score range 80-89  |        |        |        |        |        |        |         |        |       |        |
| 2S                                   | ASIMAR | CHOW   | FLOYD  | IT     | LOXLEY | OCC    | RPC     | SKY    | TCC   | TVT    |
| 7UP                                  | ASK    | CI     | FN     | ITD    | LRH    | OGC    | RT      | SLP    | TCMC  | TWP    |
| ABICO                                | ASN    | CIG    | FNS    | J      | LST    | PATO   | RWI     | SMIT   | TEAM  | UEC    |
| ABM                                  | ATP30  | CMC    | FORTH  | JAS    | M      | PB     | S11     | SMT    | TFG   | UMI    |
| ACE                                  | B      | COLOR  | FSS    | JCK    | MATCH  | PICO   | SA      | SNP    | TFI   | UOBKH  |
| ACG                                  | BA     | CPL    | FTE    | JCKH   | MBAX   | PIMO   | SAK     | SO     | TIGER | UP     |
| ADB                                  | BAM    | CPW    | FVC    | JMART  | MEGA   | PJW    | SALEE   | SORKON | TITLE | UPF    |
| AEONTS                               | BC     | CRD    | GEL    | JMT    | META   | PL     | SAMCO   | SPA    | TKN   | UPOIC  |
| AGE                                  | BCH    | CSC    | GENCO  | KBS    | MFC    | PM     | SANKO   | SPC    | TKS   | UTP    |
| AHC                                  | BEC    | CSP    | GJS    | KCAR   | MGT    | PMTA   | SAPPE   | SPCG   | TM    | VCOM   |
| AIT                                  | BEYOND | CWT    | GYT    | KEX    | MICRO  | PPP    | SAWAD   | SR     | TMC   | VL     |
| ALL                                  | BFIT   | DCC    | HEMP   | KGI    | MILL   | PPPM   | SCI     | SRICHA | TMD   | VPO    |
| ALLA                                 | BJC    | DCON   | HPT    | KIAT   | MTSIB  | PRIME  | SCN     | SSC    | TMI   | VRANDA |
| ALUCON                               | BJCHI  | DHOUSE | HTC    | KISS   | MK     | PRIN   | SCP     | SSF    | TMILL | WGE    |
| AMANAH                               | BLA    | DOD    | HYDRO  | KOOL   | MODERN | PRINC  | SE      | STANLY | TNL   | WIJK   |
| AMARIN                               | BR     | DOHOME | ICN    | KTIS   | MTI    | PSG    | SFLEX   | STGT   | TNP   | WP     |
| APCO                                 | BROOK  | DV8    | IFS    | KUMWEL | NBC    | PSTC   | SFP     | STOWER | TOG   | XO     |
| APCS                                 | CBG    | EASON  | IMH    | KUN    | NCAP   | PT     | SFT     | STPI   | TPA   | XPG    |
| APURE                                | CEN    | EFORL  | IND    | KWC    | NCH    | QLT    | SGF     | SUC    | TPAC  | YUASA  |
| AQUA                                 | CGH    | ERW    | INET   | KWM    | NETBAY | RBF    | SIAM    | SWC    | TPCS  |        |
| ASAP                                 | CHARAN | ESSO   | INSET  | L&E    | CHAX   | RCL    | SINGER  | SYNEX  | TPS   |        |
| ASEFA                                | CHAYO  | ESTAR  | INSURE | LDC    | NINE   | RICHY  | SKE     | TAE    | TRITN |        |
| ASIA                                 | CHG    | ETE    | IRC    | LEO    | NRF    | RML    | SKN     | TAKUNI | TRT   |        |
| ASIAN                                | CHOTI  | FE     | IRCP   | LHK    | NTV    | ROJNA  | SKR     | TBSP   | TSE   |        |
| GOOD LEVEL – Score range 70-79       |        |        |        |        |        |        |         |        |       |        |
| A                                    | BGT    | CITY   | GIFT   | JTS    | MDX    | PK     | SGP     | SUPER  | TQR   | YGG    |
| AI                                   | BH     | CMAN   | GLOCON | JUBILE | MJD    | PLE    | SICT    | SVOA   | TTI   | ZIGA   |
| AIE                                  | BIG    | CMO    | GREEN  | KASET  | MORE   | PPM    | SIMAT   | TC     | TYCN  |        |
| AJ                                   | BLAND  | CMR    | GSC    | KCM    | MUD    | PRAKIT | SISB    | TCCC   | UKEM  |        |
| ALPHAX                               | BM     | CPT    | GTB    | KK     | NC     | PRAPAT | SK      | THMUI  | UMS   |        |
| AMC                                  | BROCK  | CRANE  | HTECH  | KKC    | NDR    | PRECHA | SMART   | TNH    | UNIQ  |        |
| APP                                  | BSBM   | CSR    | HUMAN  | KWI    | NFC    | PTL    | SOLAR   | TNR    | UPA   |        |
| AQ                                   | BSM    | D      | IHL    | KYE    | NNCL   | RJH    | SPACK   | TOPP   | UREKA |        |
| ARIN                                 | BTNC   | EKH    | IIG    | LEE    | NOVA   | RP     | SPG     | TPCH   | VIBHA |        |
| AS                                   | BYD    | EMC    | INGRS  | LPH    | NPK    | RPH    | SQ      | TPIPL  | W     |        |
| AU                                   | CAZ    | EP     | INOX   | MATI   | NUSA   | RSP    | SSP     | TIPIPP | WIN   |        |
| B52                                  | CCP    | F&D    | JAK    | M-CHAI | PAF    | SABUY  | STARK   | TPLAS  | WORK  |        |
| BEAUTY                               | CGD    | FMT    | JR     | MCS    | PF     | SF     | STC     | TPOLY  | WPH   |        |

**Disclaimer:**

The disclosure of the survey results of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

\* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021



## Anti-corruption Progress Indicator

| CERTIFIED |        |        |        |        |       |        |         |        |        |        |
|-----------|--------|--------|--------|--------|-------|--------|---------|--------|--------|--------|
| 2S        | BCH    | CPALL  | GC     | K      | MFC   | PE     | QLT     | SNP    | THCOM  | TU     |
| 7UP       | BCP    | CPF    | GCAP   | KASET  | MFEC  | PG     | QTC     | SORKON | THIP   | TVD    |
| ADVANC    | BCPG   | CPI    | GEL    | KBANK  | MILL  | PHOL   | RATCH   | SPACK  | THRE   | TVI    |
| AF        | BE8    | CPN    | GFPT   | KBS    | MINT  | PK     | RML     | SPALI  | THREL  | TVO    |
| AI        | BEYOND | CSC    | GGC    | KCAR   | MONO  | PL     | RWI     | SPC    | TIDLOR | TWPC   |
| AIE       | BGC    | DCC    | GJS    | KCE    | MOONG | PLANB  | S & J   | SPI    | TIPCO  | U      |
| AIRA      | BGRIM  | DELTA  | GPI    | KGI    | MSC   | PLANET | SAAM    | SPRC   | TISCO  | UBE    |
| AKP       | BJCHI  | DEMCO  | GPSC   | KKP    | MST   | PLAT   | SABINA  | SRICHA | TKS    | UBIS   |
| ALPHAX    | BKI    | DIMET  | GSTEEL | KSL    | MTC   | PM     | SAPPE   | SSF    | TKT    | UEC    |
| AMA       | BLA    | DRT    | GUNKUL | KTB    | MTI   | PPP    | SAT     | SSP    | TMD    | UKEM   |
| AMANAHA   | BPP    | DTAC   | HANA   | KTC    | NBC   | PPPM   | SC      | SSSC   | TMILL  | UOBKH  |
| AMATA     | BROOK  | DUSIT  | HARN   | KWC    | NEP   | PPS    | SCB     | SST    | TMT    | UPF    |
| AMATAV    | BRR    | EA     | HEMP   | KWI    | NINE  | PR9    | SCC     | STA    | TNITY  | UV     |
| AP        | BSBM   | EASTW  | HENG   | L&E    | NKI   | PREB   | SCCC    | STOWER | TNL    | VGI    |
| APCS      | BTS    | ECL    | HMPRO  | LANNA  | NMG   | PRG    | SCG     | SUSCO  | TNP    | VIH    |
| AQUA      | BWG    | EGCO   | HTC    | LH     | NNCL  | PRINC  | SCN     | SVI    | TNR    | WACOAL |
| ARROW     | CEN    | EP     | ICC    | LHFG   | NOBLE | PRM    | SEA OIL | SYMC   | TOG    | WHA    |
| AS        | CENTEL | EPG    | ICHI   | LHK    | NOK   | PROS   | SE-ED   | SYNTEC | TOP    | WHAUP  |
| ASIAN     | CFRESH | ERW    | IFEC   | LPN    | NSI   | PSH    | SELIC   | TAE    | TOPP   | WICE   |
| ASK       | CGH    | ESTAR  | IFS    | LRH    | NWR   | PSL    | SENA    | TAKUNI | TPA    | WIJK   |
| ASP       | CHEWA  | ETE    | ILINK  | M      | OCC   | PSTC   | SGP     | TASCO  | TPP    | XO     |
| AWC       | CHOTI  | FE     | INET   | MAKRO  | OGC   | PT     | SINGER  | TBSP   | TRU    | ZEN    |
| AYUD      | CHOW   | FNS    | INSURE | MALEE  | ORI   | PTG    | SIRI    | TCAP   | TRUE   |        |
| B         | CIG    | FPI    | INTUCH | MATCH  | PAP   | PTT    | SITHAI  | TCMC   | TSC    |        |
| BAFS      | CIMBT  | FPT    | IRC    | MBAX   | PATO  | PTTEP  | SKR     | TFG    | TSTE   |        |
| BAM       | CM     | FSMART | IRPC   | MBK    | PB    | PTTGC  | SMIT    | TFI    | TSTH   |        |
| BANPU     | CMC    | FSS    | ITEL   | MC     | PCSGH | PYLON  | SMK     | TFMAMA | TTA    |        |
| BAY       | COM7   | FTE    | IVL    | MCOT   | PDG   | Q-CON  | SMPC    | TGH    | TTB    |        |
| BBL       | COTTO  | GBX    | JKN    | META   | PDJ   | QH     | SNC     | THANI  | TTCL   |        |
| DECLARED  |        |        |        |        |       |        |         |        |        |        |
| AJ        | CHG    | DDD    | ETC    | JR     | MAJOR | NUSA   | RS      | SSS    | TQM    | YUASA  |
| ALT       | CPL    | DHOUSE | FLOYD  | JTS    | NCAP  | NYT    | SAK     | STECH  | TSI    | ZIGA   |
| APCO      | CPR    | DOHOME | GULF   | KEX    | NCL   | OR     | SCGP    | STGT   | VARO   |        |
| B52       | CPW    | ECF    | III    | KUMWEL | NOVA  | PIMO   | SCM     | TKN    | VCOM   |        |
| BEC       | CRC    | EKH    | INOX   | LDC    | NRF   | PLE    | SIS     | TMI    | VIBHA  |        |

| Level     |                                                                                                                                                                                                                                                                                                                                                                                   |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Certified | This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties. |
| Declared  | This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)                                                                                                                                                                                                                            |

### Disclaimer:

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of 26 October 2021) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Sources: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation

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### ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

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| Company                        | Ticker   | Price      | Rating | Valuation & Risks                                                                                                                                                                                                                                                                                      |
|--------------------------------|----------|------------|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Bangkok Chain Hospital         | BCH TB   | THB 20.10  | BUY    | Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) SSO provision expenses following a limited SSO budget.                     |
| Bangkok Dusit Medical Services | BDMS TB  | THB 27.00  | BUY    | Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug price and medical bill controls; and 3) higher-than-expected capex and opex for CoE projects.                       |
| Bumrungrad Hospital            | BH TB    | THB 178.50 | BUY    | Downside risks to our DCF-based target price include 1) a slowdown in international patients due to economic concerns, political protests or floods; 2) regulatory risks from drug prices and medical bill controls; and 3) higher medical fee discount promotions, leading to a weaker EBITDA margin. |
| Chularat Hospital              | CHG TB   | THB 3.74   | BUY    | Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug price and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.                                               |
| Praram 9 Hospital              | PR9 TB   | THB 16.50  | 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.                                                               |
| Thonburi Healthcare Group      | THG TB   | THB 64.25  | REDUCE | Upside risks to our DCF-based target price include 1) a new Covid wave from a new variant; and 2) big-lot sales of Jin Wellbeing County units.                                                                                                                                                         |
| Vibhavadi Medical Center       | VIBHA TB | THB 2.42   | BUY    | Downside risks to our DCF-based target price include 1) a slowdown in Thai patient volume due to economic concerns; 2) regulatory risks from drug prices and medical bill controls; and 3) SSO provision expenses following limited budgets from the SSO.                                              |
| Ramkhamhaeng Hospital          | RAM TB   | THB 52.75  | 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) losses from its subsidiary companies.                                                                              |

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

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All share prices are as at market close on 22-Jul-2022 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**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.