

# Bangkok Dusit Medical Services (BDMS.BK/BDMS TB)\*

## Outperform • Maintained

Price as of 11 Apr 2023	30.50
12M target price (Bt/shr)	36.50
Unchanged/Revised up(down)(%)	Unchanged
Upside/downside (%)	19.7

### Key messages

เราคงมุมมองเชิงบวกต่อการฟื้นตัวของกำไรสุทธิภายหลังจากโรคระบาด COVID-19 ผ่านพ้นไป ขณะที่เราคาดกำไรสุทธิ 1Q66F ของ BDMS จะออกมาเหนือใจที่ 3.25 พันล้านบาท (-5.5% YoY แต่ +4.5% QoQ) หากเป็นตามเรคาด กำไรสุทธิจะคิดเป็น 23.3% จากประมาณการกำไรเต็มปี 2566F ของเรานี้ เราคาดผลการดำเนินงานของ BDMS ยังคงเป็นบวกต่อเนื่องในช่วงที่เหลือของปีนี้ เรายังคงคำแนะนำซื้อและประเมินราคาเป้าหมายสิ้นปี 2566 ที่ 36.50 บาท และยังคงเลือก BDMS เป็นหุ้นเด่นสุดของเราในกลุ่มโรงพยาบาล

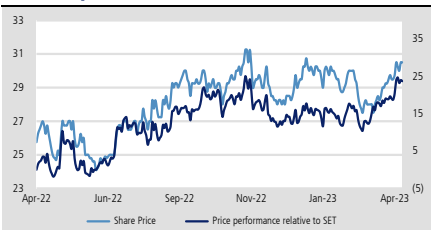
### Trading data

Mkt cap (Btbn/US\$mn)	485/14,173		
Outstanding shares (mn)	15,892		
Foreign ownership (mn)	3,518		
3M avg. daily trading (mn)	36		
52-week trading range (Bt)	24.0-31.3		
Performance (%)	3M	6M	12M
Absolute	0.8	4.3	18.4
Relative	6.4	2.0	24.1

### Quarterly EPS

Bt	Q1	Q2	Q3	Q4
2019	0.54	0.12	0.18	0.15
2020	0.16	0.03	0.11	0.15
2021	0.08	0.09	0.16	0.17
2022	0.22	0.17	0.21	0.20

### Share price chart



Source: SET

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## ประมาณการ 1Q66F : กำไรยังเติบโต QoQ

### Event

ประมาณการ 1Q66F

### Impact

คาดการณ์กำไรสุทธิใน 1Q66F ยังคงแข็งแกร่ง

เราคงมุมมองเชิงบวกต่อการฟื้นตัวของกำไรสุทธิของ BDMS ภายหลังจากโรคระบาด COVID-19 ผ่านพ้นไป ขณะที่เราคาดกำไรสุทธิ 1Q66F ของ BDMS จะออกมาเหนือใจที่ 3.25 พันล้านบาท (-5.5% YoY แต่ +4.5% QoQ) หากเป็นตามเรคาด กำไรสุทธิจะคิดเป็น 23.3% ประมาณการกำไรเต็มปี 2566F โดยเรายังคาดการณ์ฟื้นตัว QoQ ต่อเนื่องใน 2Q66-4Q66F อย่างไรก็ตาม การที่กำไรลดลง YoY จะมาจากฐานสูงโดยมีสัดส่วนรายได้จาก COVID-19 ระบาดในช่วง 1H65 ทั้งนี้รายได้ที่เกี่ยวข้องกับ COVID คิดเป็น 18% และ 2% ของรายได้รวมใน 1Q65 และใน 4Q65 ตามลำดับ ในแง่โครงสร้างผู้ป่วย เราคาดรายได้จากผู้ป่วยชาวไทยที่ 71% ของรายได้รวมและ 29% จากผู้ป่วยต่างชาติ โดยผู้ป่วยนอกคิดเป็น 49% และผู้ป่วยในคิดเป็น 51% นอกจากนี้ เราคาดผู้ป่วยต่างชาติที่บินเข้ามารักษายังคงเพิ่มขึ้นต่อเนื่องจะทำให้ occupancy rate ขยับขึ้น QoQ เป็น 70% ใน 1Q66F (เทียบกับ 69% ใน 4Q65) ขณะที่คาดว่า occupancy rate โดยรวมในปี 2566F สูงอยู่ที่ 75% (เทียบกับ 73% ปี 2565) ทั้งนี้ การฟื้นตัวของ occupancy rate มีปัจจัยสนับสนุนดังนี้ i) ผู้ป่วยที่มี intensity สูง ii) ฐานที่แข็งแกร่งของผู้ป่วยกลุ่มประกัน (>33% ของรายได้รวมในปัจจุบัน) และ iii) การบริหารจัดการ SG&A ได้ดีขึ้น

ยังคงมองบวกกับแนวโน้มกำไรดีขึ้นต่อเนื่อง

เรามีมุมมองเชิงบวกต่อผลการดำเนินงานของ BDMS ในช่วงที่เหลือของปี 2566 หลัก ๆ มาจากการกลับมาของผู้ป่วยชาวไทยและผู้ป่วยชาวต่างชาติ โดยมีปัจจัยสนับสนุนจาก i) สถานการณ์ COVID-19 คลี่คลายลง ii) platform การรักษาพยาบาลที่แข็งแกร่งที่มีการใช้นวัตกรรมใหม่ๆ และ iii) การขยายบริการเวชศาสตร์ป้องกัน ทั้งนี้ในปัจจุบันเราคงประมาณการรายได้เต็มปี 2566F ที่ 9.52 หมื่นล้านบาท (+7.6% YoY) ขณะที่คาดการณ์กำไรสุทธิที่ 1.39 หมื่นล้านบาท (+10.6% YoY)

คาดการณ์กำไรยังเติบโตต่อเนื่องในระยะยาว

มองไปในอนาคต เรายังคงมีมุมมองเชิงบวกต่อแนวโน้มกำไรของ BDMS ภายใต้มุมมองพื้นฐานประมาณการรายได้อยู่ที่ 1 แสนล้านบาทในปี 2567F ขณะที่เราชื่นชอบ platform ของ BDMS ที่มีการปรับตัวตามเทรนด์ของสังคมผู้สูงอายุในประเทศไทย นอกจากนี้ วิสัยทัศน์การลงทุนที่หลากหลายในธุรกิจที่เกี่ยวข้องของการขยายบริการเวชศาสตร์ป้องกัน (เช่น BDMS Wellness Clinic, Genomic Center และ National Cancer Center Japan) จะช่วยขับเคลื่อนกำไรต่อเนื่องไปอีกสองสามปีข้างหน้า

### Valuation & Action

เรายังคงแนะนำซื้อ โดยยังคงราคาเป้าหมาย DCF ปี 2566 ที่ 36.50 บาท (WACC 8.0% และ TG ที่ 3.0%) ทั้งนี้ เรายังเลือก BDMS เป็นหุ้นเด่นสุดในกลุ่มโรงพยาบาล

### Risks

COVID-19 ระบาด ปัญหาเสถียรภาพทางการเมืองไทยรอบใหม่ และเกิดเหตุการณ์ก่อการร้ายครั้งใหญ่

### Key financials and valuations

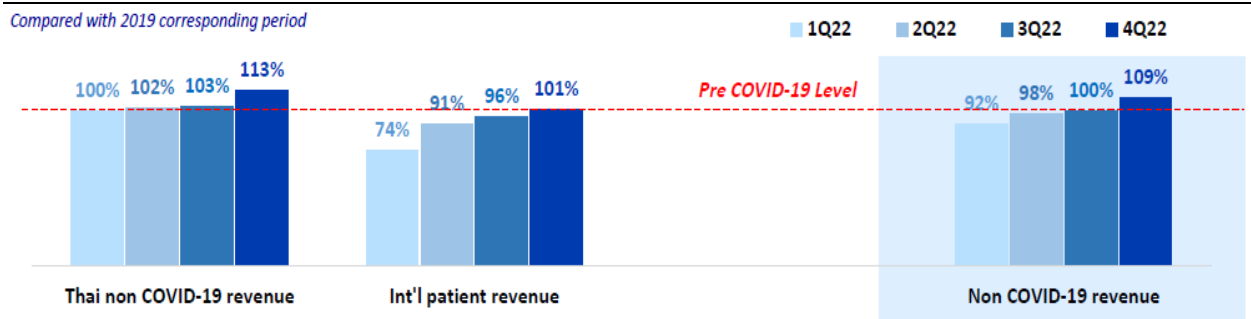
	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
Revenue (Bt mn)	65,166	71,541	88,535	95,236	100,936
Gross profit (Bt mn)	18,795	22,044	30,205	33,296	35,290
Operating profit (Bt mn)	4,634	7,051	12,551	13,886	14,716
Core profit (Bt mn)	4,785	7,936	12,606	13,944	14,838
Core EPS (Bt)	0.30	0.50	0.79	0.88	0.93
Core EPS growth (%)	(40.3)	65.8	58.8	10.6	6.4
Net profit (Bt mn)	7,214	7,936	12,606	13,944	14,838
EPS (Bt)	0.45	0.50	0.79	0.88	0.93
EPS growth (%)	(54.2)	10.0	58.8	10.6	6.4
DPS (Bt)	0.6	0.5	0.6	0.7	0.7
P/E (x)	45.8	46.1	38.4	34.8	32.7
P/B (x)	3.8	4.4	5.4	5.5	5.5
Net Debt to Equity (x)	0.1	0.1	0.1	0.2	0.2
Dividend Yield (%)	1.8	1.5	2.0	2.2	2.3
Return on Avg. Equity (%)	5.6	9.2	14.5	15.6	16.8

Source: Company data, KGI Securities Research

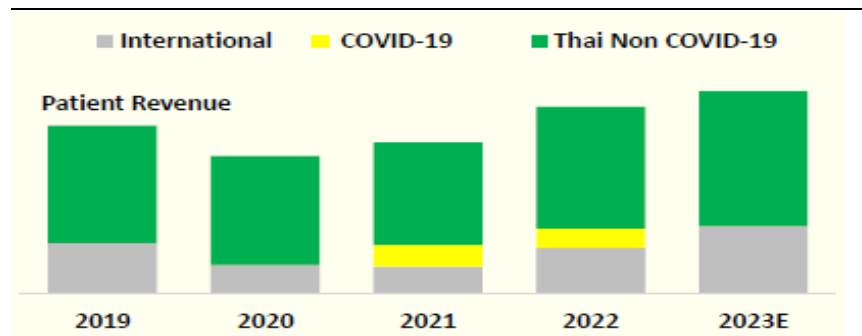
**Figure 1: BDMS's 1Q23F earnings preview**

Bt mn	1Q23F	1Q22	YoY (%)	4Q22	QoQ (%)
Revenue from hospital operations	23,716	22,165	7.0	21,694	9.3
Cost of hospital operations and goods sold	(15,179)	(14,451)	5.0	(14,752)	2.9
Gross profit	8,538	7,714	10.7	6,941	23.0
SG&A	(5,028)	(4,025)	24.9	(4,933)	1.9
Pretax profit	4,385	4,525	(3.1)	4,033	8.7
After tax profit	3,508	3,622	(3.2)	3,227	8.7
Normalized profit	3,248	3,422	(5.1)	3,116	4.3
Net profit	3,253	3,443	(5.5)	3,113	4.5
EPS (Bt)	0.20	0.22	(5.5)	0.20	4.5
Percent	1Q23F	1Q22	YoY (ppts)	4Q22	QoQ (ppts)
Gross margin	36.0	34.8	1.2	36.5	(0.5)
EBIT margin	19.2	21.1	(1.9)	19.4	(0.2)
EBITDA margin	23.8	26.7	(2.9)	23.7	0.1
SG&A/Sales	21.2	18.2	3.0	19.0	2.2
Effective tax rate	20.0	19.9	0.1	19.0	1.0
Net margin	13.7	15.5	(1.8)	14.4	(0.6)
Revenue breakdown (Bt mn)	1Q23F	1Q22	YoY (%)	4Q22	QoQ (%)
Thai patients	16,839	17,289	(2.6)	15,836	6.3
Non-Thai patients	6,878	4,876	41.0	5,857	17.4
OPD	11,621	9,974	16.5	10,630	9.3
IPD	12,095	12,191	(0.8)	11,064	9.3
Bangkok & Vicinity	13,281	12,191	8.9	12,148	9.3
Outside Bangkok	10,435	9,974	4.6	9,545	9.3
Revenue breakdown (%)	1Q23F	1Q22	YoY (ppts)	4Q22	QoQ (ppts)
Thai patient	71	78	(7.0)	73	(2.0)
Non-Thai patient	29	22	7.0	27	2.0
OPD	49	45	4.0	49	0.0
IPD	51	55	(4.0)	51	0.0
Bangkok & Vicinity	56	55	1.0	56	0.0
Outside Bangkok	44	45	(1.0)	44	0.0

Source: Company data, KGI Securities Research

**Figure 2: Non COVID-19 patient revenues recovering to pre-COVID level since 3Q22**


Source: Company data

**Figure 3: Insignificant revenue from COVID-19 in 2023F**


Source: Company data

Figure 4: Reopening of Movenpick BDMS Wellness Resort Bangkok in January 2023



Source: Company data

Figure 5: Grand opening of Bangkok Rayong Cancer in February 2023



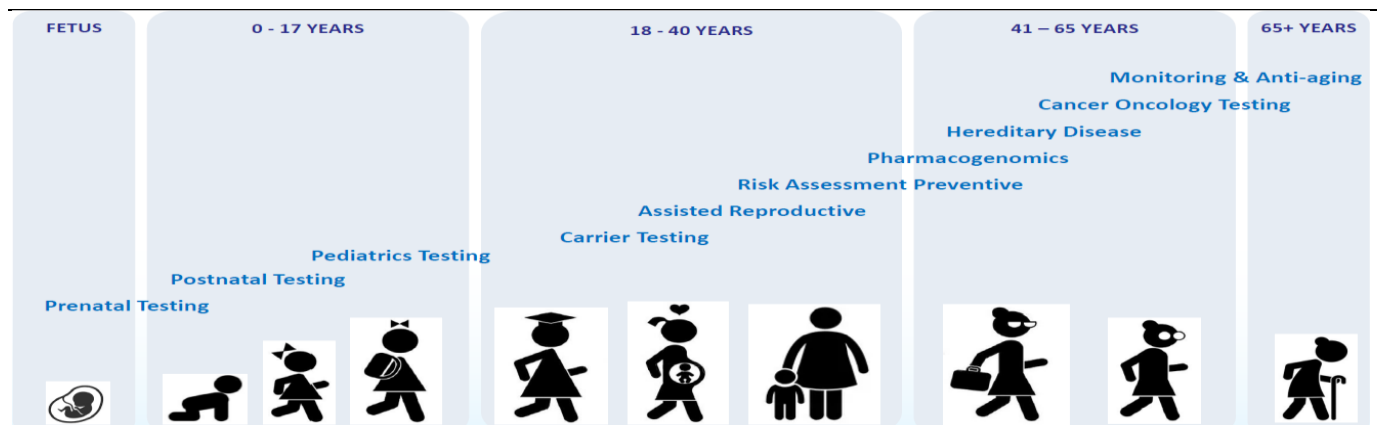
Source: Company data

Figure 6: Gaining more international patients



Source: Company data

Figure 7: BDMS Genomic Center



Source: Company data

Figure 8: BDMS's hospital and non-hospital segments

Group	Ownership	No. of Beds	Group	Ownership	No. of Beds	Group	Ownership	No. of Beds
<b>Group 1 (Bangkok&amp;West)</b>			<b>Group 4 (North&amp;Northeast)</b>			<b>Group 6 (South&amp;Cambodia)</b>		
1. Bangkok Hospital	100%	329	28. Bangkok Chiangmai (BCM)	100%	139	49. Bangkok Phuket (BPK)	99.7%	234
2. Bangkok Heart Hospital	100%	54	29. Bangkok Ratchasima (BKH)	91.5%	285	50. Bangkok Siriraj (BSI)	100%	181
3. Wattanosoth Hospital	100%	47	30. Bangkok Pakchong (BHP)	91.5%	40	51. Dibuk (DBK)	99.7%	75
4. Wattanosoth International (BHQ)	100%	30	31. Bangkok Udon (BUD)	100%	243	52. Bangkok Hat Yai (BHH)	98.8%	193
5. Chiva Transitional Care	100%	52	32. Bangkok Phitsanulok (BPL)	100%	200	53. Bangkok Samui (BSH)	100%	57
6. Bangkok International	100%	172	33. Bangkok Khon Kaen (BKN)	100%	150	54. Bangkok Surat (BSR)	100%	88
7. Bangkok Huahin (BHN)	100%	64	34. Bangkok Chiangrai (BCR)	100%	80	55. Phangan International	100%	10
8. Bangkok Sanamchan (BSN)	100%	191			56. Royal Phnom Penh (RPH)	100%	100	
9. Thepakorn (TPK)	50.0%	100	<b>Group 5</b>		57. Royal Angkor International (RAH)	80.0%	33	
10. Bangkok Phetchaburi (BPR)	100%	200	35. Phyathai 1 (PT1)	98.6%	174			
11. Bangkok Muangraj (BMR)	100%	140	36. Phyathai 2 (PT2)	97.8%	262	<b>Group 7: Non-Hospital</b>		
<b>Group 2</b>			37. Phyathai 3 (PT3)	97.6%	260	1. National Healthcare System	98.7%	
12. Samitivej Sukhumvit (SVH)	98.9%	275	38. Phyathai Sriracha (PTS)	77.4%	295	2. Bio Molecular Laboratories	95.0%	
13. Japanese by Samitivej	98.9%	30	39. Phyathai Bangphra	77.4%	3	3. N Health Pathology	95.0%	
14. Samitivej Srinakarin (SNH)	98.9%	300	40. Phyathai Nawamin (PTN)	99.8%	140	4. N Health Novogene Genomic	74.0%	
15. Samitivej Sriracha (SSH)	69.6%	260	41. Paolo Phaholyothin (PLP)	100%	220	5. The Medicpharma	89.1%	
16. Samitivej Thonburi (STH)	64.0%	150	42. Paolo Samutprakarn(PLS)	93.7%	200	6. A.N.B Laboratories	100%	
17. Samitivej Chonburi (SCH)	100%	250	43. Paolo Chokchai 4 (PLC)	85.7%	169	7. Save Drug Center (SDC)	100%	
18. Samitivej Chinatown (SCT)	100%	50	44. Paolo Chokchai 4 Building 3 (PLC)	85.7%	29	8. General Hospital Products	47.2%	
19. BNH Hospital (BNH)	91.5%	115	45. Paolo Chokchai 4 Building 5 (PLC)	85.7%	59	<b>BDMS Wellness</b>		
<b>Group 3 (East)</b>			46. Paolo Rangsit (PLR)	100%	128	1. BDMS Wellness Clinic	100%	
20. Bangkok Pattaya (BPH)	97.3%	400	47. Paolo Kaset (PLK)	100%	162	2. BDMS Wellness Resort (Mövenpick BDMS Wellness Resort)	100%	
21. Bangkok Rayong (BRH)	100%	222	48. Paolo Phrapradaeng (PLD)	84.0%	60	3. BDMS Silver	100%	
22. Bangkok Rayong Cancer	100%	4						
23. Bangkok Chanthaburi (BCH)	99.7%	200						
24. Bangkok Trat (BTH)	99.8%	100						
25. Koh Chang International	99.8%	3						
26. Sri Rayong (SRH)	100%	195						
27. Jomtien (JTH)	97.3%	232						

Remark:- Number of beds is structured beds <sup>1/</sup> Not included all BDMS

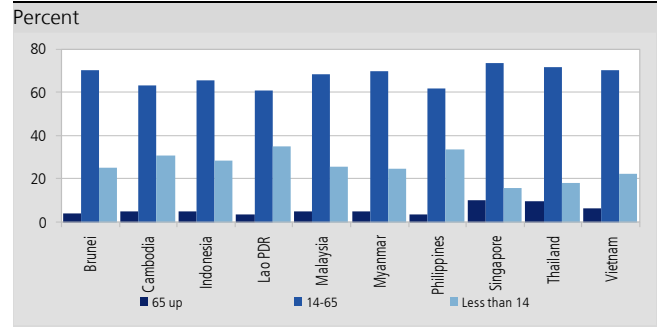
Source: Company data

**Figure 9: Company profile**

Bangkok Dusit Medical Services (BDMS) was established on February 26, 1972, and listed on SET October 2, 1991. The company is the largest private hospital operator in Thailand operating 45 network hospitals throughout the country and Cambodia. Its hospitals are classified into six hospital brands: i) Bangkok Hospital, ii) Phyathai Hospital, iii) Samitivej Hospital, iv) Paolo Memorial Hospital, v) Royal International Hospital, and vi) BNH Hospital. The company's network also includes complementary non-hospital businesses such as medical laboratories, pharmaceutical product manufacturing and saline production.

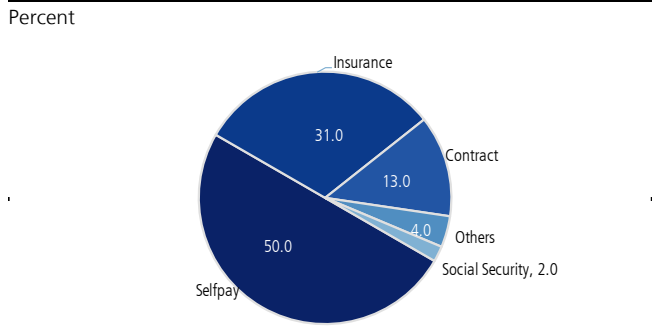
Source: Company data

**Figure 10: Aging populations**



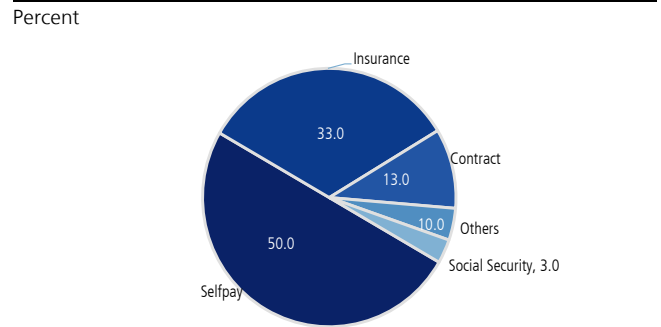
Source: United Nations (Population Division); KGI Securities Research

**Figure 11: Patient revenue by payor in 2021**



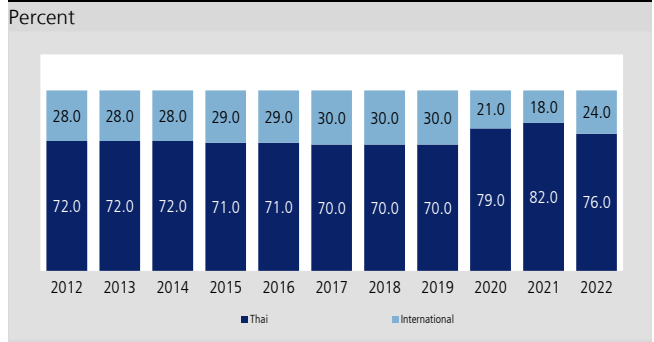
Source: Company data, KGI Securities Research

**Figure 12: Patient revenue by payor in 2022**



Source: Company data, KGI Securities Research

**Figure 13: Revenue contribution by nationality**



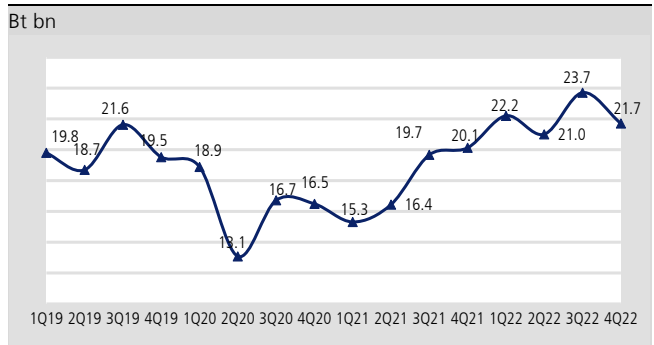
Source: Company data, KGI Securities Research

**Figure 14: Dividend payment**



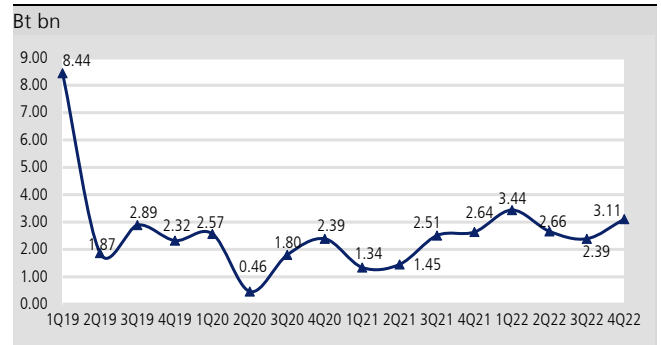
Source: Company data, KGI Securities Research

**Figure 15: Quarterly revenue**



Source: Company data, KGI Securities Research

**Figure 16: Quarterly net profit**



Source: Company data, KGI Securities Research

**Quarterly Income Statement**

	Mar-19A	Jun-19A	Sep-19A	Dec-19A	Mar-20A	Jun-20A	Sep-20A	Dec-20A	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A
<b>Income Statement (Bt mn)</b>																
<b>Revenue</b>	19,793	18,692	21,625	19,521	18,882	13,080	16,719	16,486	15,311	16,443	19,664	20,123	22,165	20,976	23,700	21,694
Cost of Goods Sold	(13,490)	(13,015)	(13,961)	(11,810)	(12,948)	(9,853)	(11,169)	(12,401)	(11,051)	(11,762)	(13,125)	(13,560)	(14,451)	(14,147)	(14,979)	(14,752)
<b>Gross Profit</b>	<b>6,302</b>	<b>5,677</b>	<b>7,663</b>	<b>7,711</b>	<b>5,934</b>	<b>3,226</b>	<b>5,550</b>	<b>4,085</b>	<b>4,261</b>	<b>4,681</b>	<b>6,540</b>	<b>6,563</b>	<b>7,714</b>	<b>6,829</b>	<b>8,720</b>	<b>6,941</b>
<b>Operating Expenses</b>	<b>(4,295)</b>	<b>(4,138)</b>	<b>(4,323)</b>	<b>(4,691)</b>	<b>(3,859)</b>	<b>(3,131)</b>	<b>(3,272)</b>	<b>(3,899)</b>	<b>(3,284)</b>	<b>(3,539)</b>	<b>(3,514)</b>	<b>(4,656)</b>	<b>(4,025)</b>	<b>(4,200)</b>	<b>(4,496)</b>	<b>(4,933)</b>
Other incomes	752	997	296	2,098	1,121	914	262	1,594	970	992	506	1,783	994	1,030	304	2,193
<b>Operating Profit</b>	<b>2,760</b>	<b>2,537</b>	<b>3,636</b>	<b>5,118</b>	<b>3,196</b>	<b>1,009</b>	<b>2,539</b>	<b>1,780</b>	<b>1,946</b>	<b>2,134</b>	<b>3,532</b>	<b>3,689</b>	<b>4,683</b>	<b>3,659</b>	<b>4,528</b>	<b>4,201</b>
<b>Non-Operating Income</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Non-op Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-Operating Expenses</b>	<b>(288)</b>	<b>(262)</b>	<b>(173)</b>	<b>(206)</b>	<b>(228)</b>	<b>(218)</b>	<b>(215)</b>	<b>(210)</b>	<b>(195)</b>	<b>(188)</b>	<b>(172)</b>	<b>(173)</b>	<b>(158)</b>	<b>(151)</b>	<b>(154)</b>	<b>(169)</b>
Interest Expense	(288)	(262)	(173)	(206)	(228)	(218)	(215)	(210)	(195)	(188)	(172)	(173)	(158)	(151)	(154)	(169)
Other Non-op Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Investment Income/(Loss)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Pre-tax Profit</b>	<b>2,472</b>	<b>2,275</b>	<b>3,463</b>	<b>4,912</b>	<b>2,968</b>	<b>791</b>	<b>2,324</b>	<b>1,571</b>	<b>1,751</b>	<b>1,946</b>	<b>3,359</b>	<b>3,516</b>	<b>4,525</b>	<b>3,508</b>	<b>4,374</b>	<b>4,033</b>
Current taxation	(543)	(503)	(710)	(2,419)	(506)	(226)	(482)	(227)	(330)	(383)	(645)	(746)	(903)	(695)	(824)	(806)
Minorities	(114)	(106)	(154)	(119)	(123)	(71)	(122)	(120)	(99)	(116)	(208)	(131)	(201)	(155)	(181)	(111)
Extraordinary items	6,624	199	291	(51)	229	(37)	80	1,163	16	5	3	(4)	21	7	16	(2)
<b>Net Profit</b>	<b>8,439</b>	<b>1,865</b>	<b>2,890</b>	<b>2,323</b>	<b>2,568</b>	<b>458</b>	<b>1,801</b>	<b>2,388</b>	<b>1,339</b>	<b>1,452</b>	<b>2,509</b>	<b>2,636</b>	<b>3,443</b>	<b>2,664</b>	<b>3,386</b>	<b>3,113</b>
EPS (Bt)	0.5	0.1	0.2	0.1	0.2	0.0	0.1	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2
<b>Margins (%)</b>																
Gross profit margin	31.8	30.4	35.4	39.5	31.4	24.7	33.2	24.8	27.8	28.5	33.3	32.6	34.8	32.6	36.8	32.0
Operating margin	13.9	13.6	16.8	26.2	16.9	7.7	15.2	10.8	12.7	13.0	18.0	18.3	21.1	17.4	19.1	19.4
EBITDA margin	20.9	19.8	23.3	21.1	23.9	18.5	24.4	18.8	21.7	21.2	25.4	23.3	26.7	23.3	23.3	23.3
Net profit margin	42.6	10.0	13.4	11.9	13.6	3.5	10.8	14.5	8.7	8.8	12.8	13.1	15.5	12.7	14.3	14.4
<b>Growth (%)</b>																
Revenue growth	5.2	6.6	7.5	9.6	(4.6)	(30.0)	(22.7)	(15.5)	(18.9)	25.7	17.6	22.1	44.8	27.6	20.5	7.8
Operating growth	(24.3)	(0.7)	4.7	133.4	15.8	(60.2)	(30.2)	(65.2)	(39.1)	111.4	39.1	107.2	140.6	71.5	28.2	13.9
Net profit growth	189.1	(8.7)	0.4	72.0	(69.6)	(75.5)	(37.7)	2.8	(47.9)	217.2	39.4	10.4	157.2	83.5	34.9	18.1

Source: KGI Securities Research

**Balance Sheet**

As of 31 Dec (Bt mn)	2020	2021	2022	2023F	2024F
<b>Total Assets</b>	136,050	128,454	141,543	141,344	144,998
<b>Current Assets</b>	30,013	24,401	27,799	23,260	22,923
Cash & ST Investments	19,666	10,934	12,668	7,014	5,705
Inventories	1,855	2,005	2,211	2,348	2,489
Accounts Receivable	7,192	9,131	10,484	11,278	11,953
Others	1,299	2,332	2,435	2,620	2,776
<b>Non-current Assets</b>	106,037	104,052	113,744	118,084	122,075
LT Investments	939	931	963	2,963	4,963
Net fixed Assets	81,313	79,689	81,860	81,860	81,860
Others	23,786	23,432	30,920	33,261	35,252
<b>Total Liabilities</b>	44,588	40,689	47,830	48,157	52,261
<b>Current Liabilities</b>	11,220	15,862	20,616	20,354	21,952
Accounts Payable	4,450	5,035	6,176	6,558	6,951
ST Borrowings	510	3,445	6,412	4,245	4,583
Others	6,260	7,382	8,028	9,232	9,468
<b>Long-term Liabilities</b>	33,367	24,827	27,214	27,803	30,309
Long-term Debts	23,736	15,384	17,182	16,610	18,005
Others	9,631	9,442	10,032	10,791	11,437
<b>Shareholders' Equity</b>	91,463	87,765	93,713	93,187	92,738
Common Stock	1,589	1,589	1,589	1,589	1,589
Capital Surplus	42,598	43,227	44,174	44,812	45,429
Retained Earnings	47,275	42,949	47,950	46,786	45,720
Preferred stock	0	0	0	0	0

Source: KGI Securities Research

**Key Ratios**

Year to 31 Dec	2020	2021	2022	2023F	2024F
<b>Growth (% YoY)</b>					
Sales	(18.2)	9.8	23.8	7.6	6.0
EBIT	(41.4)	52.1	78.0	10.6	6.0
EBITDA	(19.1)	21.0	38.4	25.8	5.8
NP	(53.5)	10.0	58.8	10.6	6.4
EPS	(54.2)	10.0	58.8	10.6	6.4
<b>Profitability (%)</b>					
Gross Margin	28.8	30.8	34.1	35.0	35.0
Operating Margin	7.1	9.9	14.2	14.6	14.6
EBITDA Margin	21.6	23.2	25.0	25.5	25.5
Net Profit Margin	11.1	11.1	14.2	14.6	14.7
ROAA	3.5	6.0	9.3	9.9	10.4
ROAE	5.6	9.2	14.5	15.6	16.8
<b>Stability</b>					
Gross Debt/Equity (%)	26.5	21.5	25.2	23.2	26.3
Net Debt/Equity (%)	5.0	9.0	11.7	15.6	20.2
Interest Coverage (X)	5.3	9.7	19.9	21.8	22.8
Interest & ST Debt Coverage (X)	5.4	9.8	20.0	21.9	22.9
Cash Flow Interest Coverage (X)	5.3	9.7	19.9	21.8	22.8
Cash Flow/Interest & ST Debt (X)	5.6	10.0	20.2	22.1	23.1
Current Ratio (X)	0.8	0.8	0.8	0.8	0.8
Quick Ratio (X)	0.7	0.7	0.7	0.7	0.7
Net Debt (Bt mn)	4,579	7,896	10,926	14,562	18,699
<b>Per Share Data (Bt)</b>					
EPS	0.5	0.5	0.8	0.9	0.9
CFPS	7.1	7.1	7.1	7.1	7.1
BVPS	5.5	5.3	5.7	5.6	5.5
SPS	4.1	4.5	5.6	6.0	6.4
EBITDA/Share	0.7	0.8	1.2	1.5	1.5
DPS	0.6	0.5	0.6	0.7	0.7
<b>Activity</b>					
Asset Turnover (x)	0.5	0.5	0.7	0.7	0.7
Days Receivables	40.3	46.6	43.2	43.2	43.2
Days Inventory	14.6	14.8	13.8	13.8	13.8
Days Payable	35.0	37.1	38.6	38.6	38.6
Cash Cycle	19.9	24.2	18.4	18.4	18.4

Source: KGI Securities Research

**Profit & Loss**

Year to 31 Dec (Bt mn)	2020	2021	2022	2023F	2024F
<b>Sales</b>	65,166	71,541	88,535	95,236	100,936
Cost of Goods Sold	46,371	49,497	58,329	61,940	65,647
<b>Gross Profit</b>	18,795	22,044	30,205	33,296	35,290
Operating Expenses	14,161	14,994	17,655	19,411	20,574
<b>Operating Profit</b>	4,634	7,051	12,551	13,886	14,716
Net Interest	(832)	(655)	(552)	(572)	(602)
Interest Income	39	73	80	67	43
Interest Expense	871	728	632	638	645
Net Investment Income/(Loss)	273	21	42	43	44
Net other Non-op. Income/(Los:	3,891	4,173	4,433	4,769	5,054
Net Extraordinaries	2,429	-	-	-	-
Pretax Income	10,395	10,589	16,473	18,125	19,212
Income Taxes	2,751	2,103	3,227	3,551	3,764
<b>Net Profit</b>	7,214	7,936	12,606	13,944	14,838
EBITDA	11,047	13,372	18,500	23,268	24,613
<b>EPS (Bt)</b>	0.45	0.50	0.79	0.88	0.93

Source: KGI Securities Research

**Cash Flow**

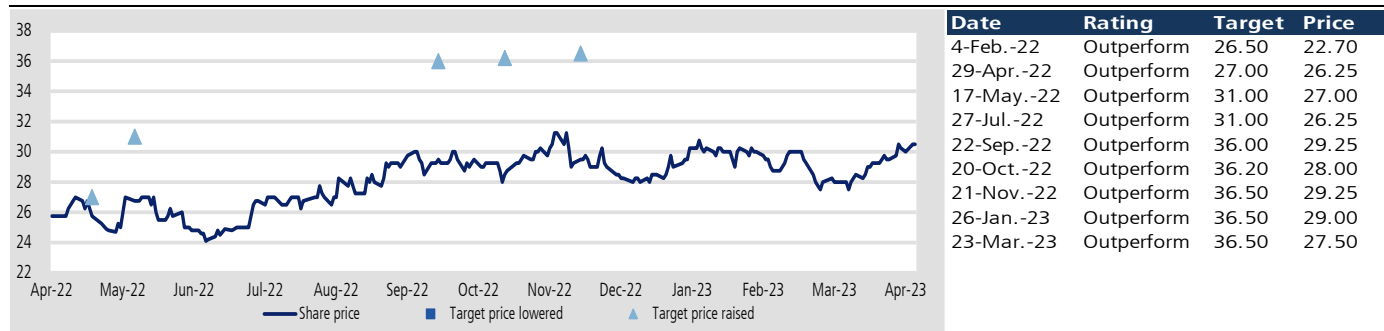
Year to 31 Dec (Bt mn)	2020	2021	2022	2023F	2024F
<b>Operating Cash Flow</b>	13,218	16,694	21,366	23,808	24,240
Net Profit	7,214	7,936	12,606	13,944	14,838
Depreciation & Amortization	6,413	6,321	5,950	9,382	9,897
Change in Working Capital	(409)	2,436	2,810	481	(495)
Others	0	0	0	0	0
<b>Investment Cash Flow</b>	12,385	(4,763)	(5,901)	(13,676)	(13,841)
Net CAPEX	(6,649)	(4,371)	(5,072)	(9,382)	(9,897)
Change in LT Investment	19,917	(557)	6,070	(2,000)	(2,000)
Change in Other Assets	(883)	164	(6,899)	(1,581)	(1,345)
<b>Free Cash Flow</b>	25,603	11,931	15,465	9,030	10,838
<b>Financing Cash Flow</b>	5,874	(46,860)	(39,627)	(15,287)	(14,865)
Change in Share Capital	(9,096)	(28,329)	(26,996)	(15,108)	(15,905)
Net Change in Debt	14,970	(18,531)	(12,631)	(2,645)	(1,429)
Change in Other LT Liab.	0	0	0	0	0
<b>Net Cash Flow</b>	31,477	(34,929)	(24,162)	(6,257)	(4,027)

Source: KGI Securities Research

**Rates of Return on Invested Capital**

Year	1- $\frac{\text{COGS}}{\text{Revenue}}$	+ $\frac{\text{Depreciation}}{\text{Revenue}}$	+ $\frac{\text{Operating Exp.}}{\text{Revenue}}$	= <b>Operating Margin</b>
2020	71.2%	8.8%	21.7%	(1.7%)
2021	69.2%	8.0%	21.0%	1.8%
2022	65.9%	6.5%	19.9%	7.7%
2023F	65.0%	9.9%	20.5%	4.6%
2024F	65.0%	9.8%	20.5%	4.7%
Year	1/ $\frac{\text{Working Capital}}{\text{Revenue}}$	+ $\frac{\text{Net PPE}}{\text{Revenue}}$	+ $\frac{\text{Other Assets}}{\text{Revenue}}$	= <b>Capital Turnover</b>
2020	0.0	2.0	0.4	0.4
2021	0.0	1.9	0.3	0.5
2022	0.0	1.6	0.3	0.5
2023F	0.0	1.6	0.0	0.6
2024F	0.0	1.5	0.0	0.6
Year	<b>Operating Margin</b>	x <b>Capital Turnover</b>	x <b>Cash Tax Rate</b>	= <b>After-tax Return on Inv. Capital</b>
2020	(1.7%)	0.4	64%	(0.5%)
2021	1.8%	0.5	80%	0.7%
2022	7.7%	0.5	80%	3.2%
2023F	4.6%	0.6	80%	2.4%
2024F	4.7%	0.6	80%	2.4%

Source: KGI Securities Research

**Bangkok Dusit Medical Services – Recommendation & target price history**


Source: KGI Securities Research



# Corporate Governance Report of Thai Listed Companies



## Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	EGCO	ELECTRICITY GENERATING	PTTEP	PTT EXPLORATION AND PRODUCTION
ADVANC	ADVANCED INFO SERVICE	GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL
AMA	AMA MARINE	GGC	GLOBAL GREEN CHEMICALS	PYLON	PYLON
AMATA	AMATA CORPORATION	GPSC	GLOBAL POWER SYNERGY	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
AOT	AIRPORTS OF THAILAND	HMPRO	HOME PRODUCT CENTER	RS	RS
AP	ASIAN PROPERTY DEVELOPMENT	INTUCH	SHIN CORPORATION	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	IRPC	IRPC	SCC	THE SIAM CEMENT
BCP	THE BANGCHAK PETROLEUM	IVL	INDORAMA VENTURES	SCCC	SIAM CITY CEMENT
BCPG	BCPG	KBANK	KASIKORNBANK	SEAFCO	SEAFCO
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
BEC	BEC WORLD	KKP	KIATNAKIN BANK	SPALI	SUPALAI
BEM	BANGKOK EXPRESSWAY AND METRO	KTB	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
BGRIM	B.GRIMM POWER	KTC	KRUNGTHAI CARD	SVI	SVI
BPP	BANPU POWER	LH	LAND AND HOUSES	TACC	T.A.C. CONSUMER
BTS	BTS GROUP HOLDINGS	LPN	L.P.N. DEVELOPMENT	TCAP	THANACHART CAPITAL
CENTEL	CENTRAL PLAZA HOTEL	MAKRO	SIAM MAKRO	THCOM	THAICOM
CK	CH. KARNCHANG	MBK	MBK	TISCO	TISCO FINANCIAL GROUP
CKP	CK POWER	MINT	MINOR INTERNATIONAL	TOP	THAI OIL
CPALL	CP ALL	MTC	MUANGTHAI CAPITAL	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	PLANB	PLAN B MEDIA	TTB	TMBTHANACHART BANK
CPN	CENTRAL PATTANA	PSH	PRUKSA HOLDING	VGI	VGI GLOBAL MEDIA
DELTA	DELTA ELECTRONICS (THAILAND)	PTG	PTG ENERGY	WHA	WHA CORPORATION
DTAC	TOTAL ACCESS COMMUNICATION	PTT	PTT	WHAUP	



## Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	GULF	GULF ENERGY DEVELOPMENT	SAPPE	SAPPE
BBL	BANGKOK BANK	JMT	JMT NETWORK SERVICES	SAWAD	SRI SAWAD POWER 1979
CBG	CARABAO GROUP	LPH	LADPRAO GENERAL HOSPITAL	SINGER	SINGER THAILAND
CHG	CHULARAT HOSPITAL	M	MK RESTAURANT GROUP	SPA	SIAM WELLNESS GROUP
COM7	COM7	MAJOR	MAJOR CINEPLEX GROUP	TFG	THAIFOODS GROUP
DOHOME	DOHOME	MEGA	MEGA LIFE SCIENCES	TKN	TAOKAENOI FOOD & MARKETING
ERW	THE ERAWAN GROUP	NETBAY	NETBAY	ZEN	ZEN CORPORATION GROUP
GLOBAL	SIAM GLOBAL HOUSE	OSP	OSOTSPA		



## Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BCH	BANGKOK CHAIN HOSPITAL	ESSO	ESSO (THAILAND)	SF	SIAM FUTURE DEVELOPMENT
BH	BUMRUNGRAD HOSPITAL	HUMAN	HUMANICA	SISB	SISB
EKH	EKACHAI MEDICAL CARE	RBF	R&B FOOD SUPPLY	TPCH	TPC POWER HOLDING

## Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	OR	PTT OIL AND RETAIL BUSINESS	STGT	SRI TRANG GLOVES (THAILAND)
KEX	KERRY EXPRESS (THAILAND)	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION		

Source: www.thai-iod.com

**Disclaimer:** The disclosure of the survey result 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 assessment 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 result may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.

## Anti-corruption Progress Indicator

### Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORN BANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

### Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFECO	SEAFECO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENDEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

### Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

### No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

**Disclaimer:** The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution 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 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, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of the assessment result.

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**KGI's Ratings**

<b>Rating</b>	<b>Definition</b>
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)..
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances.  Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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