

# Chularat Hospital

(CHG.BK/CHG TB)\*

**Outperform • Maintained**

Price as of 23 May 2023	2.98
12M target price (Bt/shr)	3.80
Unchanged/Revised up(down)(%)	(15.6)
Upside/downside (%)	27.5

**Key messages**

เราได้ปรับลดสมมติฐานอัตรากำไรขั้นต้นลงสำหรับ CHG หลังผลประกอบการงวด 1Q66 เพื่อสะท้อนอัตรากำไรขั้นต้นของปีที่มีแนวโน้มจะลดลงเหลือเพียง 32.6% (จากเดิม 36.3%) และปีหน้าเหลือ 30.8% (จากเดิม 35.9%) ทำให้ราคาหุ้นของ CHG ในปี 2566F จะลดลงเหลือ 1.39 พันล้านบาท (-50.1% YoY) และปี 2567F จะลดลงเหลือ 1.42 พันล้านบาท (+2.3% YoY) ทั้งนี้ เรายังคงคำแนะนำซื้อ และประเมินราคาเป้าหมาย DCF ปี 2566 ใหม่ที่ 3.80 บาท (ใช้ WACC ที่ 7.9% และ TG ที่ 3.0%) จากเดิมที่ 4.50 บาท

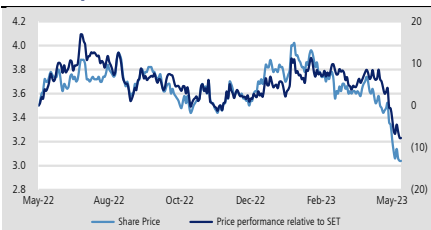
**Trading data**

Mkt cap (Btbn/US\$m)	33/957		
Outstanding shares (mn)	11,000		
Foreign ownership (mn)	1,450		
3M avg. daily trading (mn)	40		
52-week trading range (Bt)	3.0-4.0		
Performance (%)	3M	6M	12M
Absolute	(19.4)	(12.5)	(13.0)
Relative	(12.9)	(7.4)	(7.8)

**Quarterly EPS**

Bt	Q1	Q2	Q3	Q4
2020	0.02	0.01	0.03	0.02
2021	0.02	0.05	0.14	0.16
2022	0.12	0.08	0.02	0.03
2023	0.02			

**Share price chart**



Source: SET

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**Margin ต่ำกว่าที่คาดไว้**

**Event**

ปรับลดประมาณการกำไรหลังงบ 1Q66

**Impact**

ประเด็นสำคัญที่น่าสนใจของ CHG หลังงบ 1Q66

ก่อนหน้า CHG รายงานกำไรสุทธิ 1Q66 ที่ 240 ล้านบาท (-82.3% YoY, -15.8% QoQ) คิดเป็น 14.7% ของประมาณการกำไรปี 2566F เดิมของเรา โดยกำไรที่ลดลงเป็นผลจากอัตรากำไรลดลงทั้ง YoY และ QoQ เนื่องจากรายได้จากผู้ป่วย COVID-19 ลดลงอย่างมีนัยสำคัญ และ 1Q66 เป็นช่วงที่ก่อนเดดไลน์ของปี อัตรากำไรขั้นต้นใน 1Q66 อยู่ที่ 25.6% ลดลงจาก 52.3% ใน 1Q65 และ 28.6% ใน 4Q65 ซึ่งเมื่อพิจารณาผลประกอบการ 1Q66 แล้ว เราได้พิจารณาประมาณการของเรา ดังนี้

i) *คงประมาณการรายได้ของ CHG ปี 2566-2567F เอาไว้ที่ 7.89 พันล้านบาท และ 8.53 พันล้านบาท ตามลำดับ* เมื่ออิงผลประกอบการใน 1Q66 เราคิดว่ารายได้ในปีนั้นจะทำให้ใกล้เคียงเป้าของบริษัทที่ 8 พันล้านบาท เนื่องจากรายได้ใน 1Q66 คิดเป็น 21.8% ของประมาณการกำไรเต็มปีของเรา ในขณะที่เราคาดว่า รายได้ของ CHG น่าจะแข็งแกร่งมากขึ้นในช่วงสามไตรมาสที่เหลือของปีหลังจากที่ผ่านช่วงที่ผลการดำเนินงานแล้วตามฤดูกาลไปแล้วใน 1Q66 โดยสรุปแล้ว เราคาดว่ารายได้ในปี 2566F ของ CHG จะได้แรงหนุนจาก i) ฐานลูกค้าที่แข็งแกร่งทั้งผู้ป่วยเงินสด, ประกันสังคม และต่างชาติ และ ii) ผู้ป่วยมี intensity สูงขึ้นจากกระบวนการรักษาที่ซับซ้อนมากขึ้น (ได้แก่ โรคมะเร็ง หลอดเลือดในสมอง และหัวใจ)

ii) *ปรับลดประมาณการกำไรปี 2566-2567F ลง 14.9% และ 20.2% ตามลำดับ* โดยเราได้ปรับลดสมมติฐานอัตรากำไรขั้นต้นลงเหลือ 32.6% (จากเดิม 36.3%) และปีหน้าเหลือ 30.8% (จากเดิม 35.9%) ดังนั้น เรายังคงคาดว่ากำไรสุทธิของ CHG ในปี 2566F จะลดลงเหลือ 1.39 พันล้านบาท (-50.1% YoY) และปี 2567F จะลดลงเหลือ 1.42 พันล้านบาท (+2.3% YoY) ทั้งนี้ กำไรสุทธิใน 1Q66 คิดเป็น 17.3% ของประมาณการกำไรปีใหม่ที่ปรับใหม่ของเรา และเราคาดว่าการเติบโตของกำไรจะเร่งตัวขึ้นใน 2H66F

**ยังเดินหนตามแผนขยายกิจการ**

CHG ตั้งเป้าจะเปิดโรงพยาบาลใหม่หนึ่งแห่งในเดือนมิถุนายน คือ โรงพยาบาลจุฬารัตน์แม่สอด (Figure 4) ซึ่งจะเปิดให้บริการสำหรับลูกค้าเงินสด โดยสามารถรับผู้ป่วยในได้ 100 เตียง และตั้งเป้าให้บริการแก่ผู้ป่วยชาวไทย เมียนมาร์ และจีน นอกจากนี้ CHG ยังจะเปิดศูนย์การแพทย์จุฬารัตน์ 2 (Figure 5) ในเดือนกรกฎาคม โดยจะมีศูนย์มะเร็ง, ศูนย์โรคหลอดเลือดสมอง, ศูนย์รักษาแผลแผลขั้นสูง (Advanced Wound Care Center) และ ศูนย์การบำบัดด้วยออกซิเจนแรงดันสูง (Hyperbaric Oxygen Therapy Center หรือ HBOT) เรามองบวกกับโรงพยาบาลแห่งนี้ เพราะศูนย์ต่าง ๆ จะทำให้มีผู้ป่วยที่มี intensity สูงตามอุปสงค์การรักษาโรคในกลุ่มนี้ที่เพิ่มขึ้นในระยะยาว

**Valuation & Action**

แม้ว่า CHG จะดูไม่น่าตื่นตัวใน 1H66 แต่คาดว่าผลการดำเนินงานน่าจะฟื้นตัวขึ้นจากจุดต่ำสุดใน 1Q66 เรายังคงแนะนำซื้อ และประเมินราคาเป้าหมาย DCF ปี 2566 ใหม่ที่ 3.80 บาท (ใช้ WACC ที่ 7.9% และ TG ที่ 3.0%) จากเดิมที่ 4.50 บาท

**Risks**

COVID-19 ระบาด, เศรษฐกิจชะลอตัวลง และ เกิดปัญหาเสถียรภาพทางการเมืองไทยรอบใหม่

**Key financials and valuations**

	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
Revenue (Bt mn)	5,433	11,742	10,103	7,888	8,530
Gross profit (Bt mn)	1,748	5,860	4,195	2,571	2,624
EBIT (Bt mn)	1,104	5,296	3,565	1,769	1,813
Net profit (Bt mn)	877	4,204	2,778	1,388	1,420
EPS (Bt)	0.08	0.38	0.25	0.13	0.13
DPS (Bt)	0.05	0.20	0.20	0.06	0.06
EPS growth (%)	24.3	379.5	(33.9)	(50.1)	2.3
P/E (x)	30.9	9.6	14.6	23.6	23.1
P/B (x)	6.7	5.3	5.4	3.4	2.9
EV/EBITDA (x)	20.3	4.7	7.3	12.6	11.6
Net Debt to Equity (x)	0.1	Cash	Cash	Cash	Cash
Dividend Yield (%)	2.0	5.5	5.4	2.1	2.2
Return on Avg. Equity (%)	20.9	53.6	35.3	13.9	12.3

Source: Company data, KGI Securities Research

\*The Company may be issuer of Derivative Warrants on these securities.

http://research.kgi.com; Bloomberg: KGIT <GO> Please see back page for disclaimer

**Figure 1: CHG's 1Q23 earnings review**

Bt mn	1Q23	1Q22	YoY (%)	4Q22	QoQ (%)
Sale revenue	1,716	3,571	(51.9)	1,721	(0.3)
Operating cost	(1,276)	(1,702)	(25.0)	(1,229)	3.9
Gross profit	440	1,869	(76.5)	492	(10.6)
SG&A	(200)	(205)	(2.1)	(254)	(21.2)
Pretax profit	305	1,729	(82.3)	328	(7.0)
Net profit	240	1,356	(82.3)	285	(15.8)
EPS (Bt)	0.02	0.12	(82.3)	0.03	(15.8)
Percent	1Q23	1Q22	YoY (ppts)	4Q22	QoQ (ppts)
Gross margin	25.6	52.3	(26.7)	28.6	(3.0)
SG&A/Sales	11.7	5.7	5.9	14.8	(3.1)
Net profit margin	14.0	38.0	(24.0)	16.6	(2.6)
Revenue (Bt mn)	1Q23	1Q22	YoY (%)	4Q22	QoQ (%)
OPD	523	882	(40.7)	477	9.6
IPD	581	612	(5.1)	604	(3.7)
Cash patient: IPD+OPD	1,104	1,495	(26.1)	1,081	2.2
Social Security patient	563	472	19.4	599	(6.0)
NHSO	49	1,605	(96.9)	41	19.2
Total	1,716	3,571	(52.0)	1,721	(0.3)
Revenue structure (%)	1Q23	1Q22	YoY (ppts)	4Q22	QoQ (ppts)
OPD	30.5	24.7	5.8	27.7	2.7
IPD	33.9	17.1	16.7	35.1	(1.2)
Cash patient: IPD+OPD	64.3	41.8	22.5	62.8	1.5
Social Security patient	32.8	13.2	19.6	34.8	(2.0)
NHSO	2.9	44.9	(42.1)	2.4	0.5
Total	100.0	100.0		100.0	

Source: Company data, KGI Securities Research

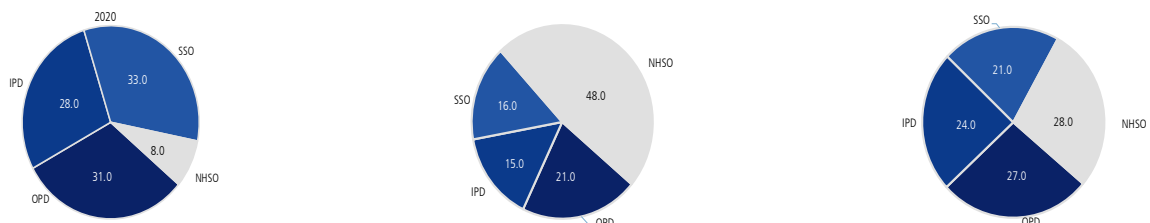
**Figure 2: Earnings revisions**

	2023F		Change (%)	2024F		Change (%)
	Revised	Previous		Revised	Previous	
Revenue (Bt mn)	7,888	7,888	0.0	8,530	8,530	0.0
Gross profit (Bt mn)	2,571	2,867	(10.3)	2,624	3,061	(14.3)
Net profit (Bt mn)	1,388	1,630	(14.9)	1,420	1,779	(20.2)
EPS (Bt/share)	0.13	0.15	(14.9)	0.13	0.16	(20.2)
Key financial ratios	Revised	Previous	Change (ppt)	Revised	Previous	Change (ppt)
Gross profit margin (%)	32.6	36.3	(3.7)	30.8	35.9	(5.1)
SG&A to sales (%)	13.8	13.8	0.0	13.0	13.0	0.0
Net profit margin (%)	17.6	20.7	(3.1)	16.7	20.9	(4.2)

Source: Company data, KGI Securities Research

**Figure 3: CHG's revenue breakdown by services during 2020-2022**

Percent



Source: Company data, KGI Securities Research

Figure 4: Chularat Hospital Mae Sot to begin operations in June 2023



Source: Company data

Figure 5: Chularat Medical Center to begin operations in July 2023



Source: Company data

Figure 6: Growth plan for 2023-2027



Source: Company data

Figure 7: Expansionary blueprint

Branch	2023 Existing Beds	2023-2027 Additional Beds
1. Chularat 1 Suvarnabhumi	26	-
2. Chularat 3 Inter	237	-
3. Chularat 5	26	-
4. Chularat 9	139	-
5. Chularat 11 Inter	141	-
6. Chularat Cholvaej	56	-
7. Chularat Rayong	50	100+
8. Chularat 304 Inter	59	59 (2H2023)
9. Chularat RPC	59	71+ (2H2023)
10. Chularat Mae Sot (Greenfield)	-	100+ (June 2023 – 59B)
11. Chularat Medical Center (Greenfield)	-	50 (July 2023)
12. Chularat Phraeksa (Greenfield)	-	100+
<b>TOTAL</b>	<b>793</b>	<b>500+</b> <b>1,300+</b>

Source: Company data

Figure 8: Environmental aspect



Source: Company data

**Figure 9: Company profile**

Chularat Hospital (CHG) was established in 1986 by the Plussind family. It currently operates seven hospitals and seven clinics with capacity of 113 OPD rooms and 442 IPD beds. Its services are located in Eastern Thailand, covering the three main provinces; Samut Prakan, Chachoengsao and Chon Buri. CHG's expertise is in heart surgery, stroke surgery, neonatal intensive care and hand & microsurgery, fitting the high population density and industrial concentration in the East

Source: Company data

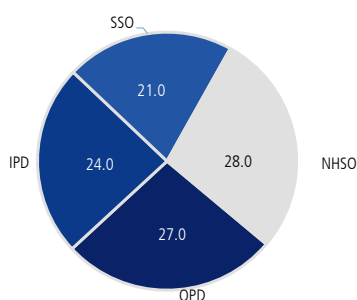
**Figure 10: Branch summary**

Branch	Type	Established year	OPD rooms	IPD beds
Chularat 1 Suvarnabhumi	Hospital	1986	5	26
Chularat 2	Clinic	1990	2	0
Chularat 3 Inter	Hospital	1991	53	237
Chularat 5	Hospital	1994	5	26
Chularat 7	Clinic	1993	1	0
Chularat 8	Clinic	1993	2	0
Chularat 9 Airport	Hospital	1993	31	139
Chularat 11 Inter	Hospital	1994	21	141
Chularat 12	Clinic	2012	2	0
Chularat Cholvaej	Hospital	2014 (M&A)	5	56
Chularat Rayong	Hospital	2016 (M&A)	7	50
Chularat 304 Inter	Hospital	2018	14	59
RPC	Hospital	2018	20	59
Chularat 304	Clinic	2020	2	0
<b>Total</b>			<b>170</b>	<b>793</b>

Source: Company data, KGI Securities Research

**Figure 11: Revenue breakdown by segment in 2022**

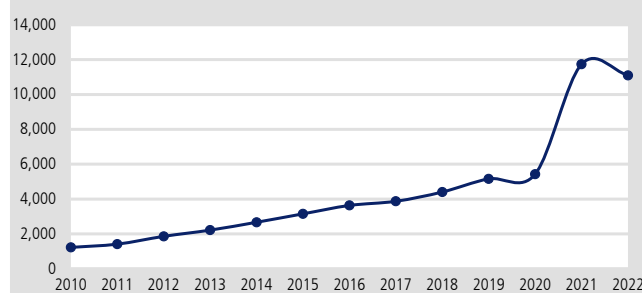
Percent



Source: Company data, KGI Securities Research

**Figure 12: Revenue movement**

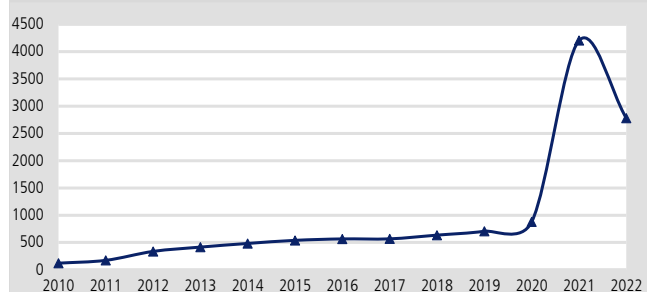
Bt mn



Source: Company data, KGI Securities Research

**Figure 13: Net profit movement**

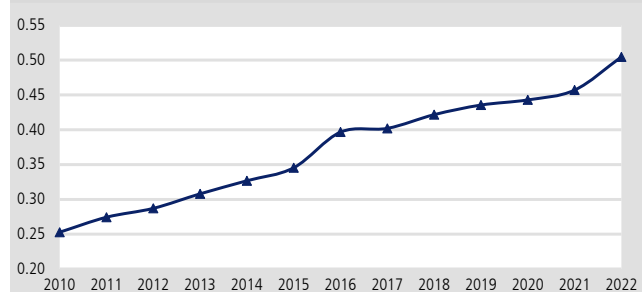
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Source: Company data, KGI Securities Research

**Figure 14: CHG's Social Security members**

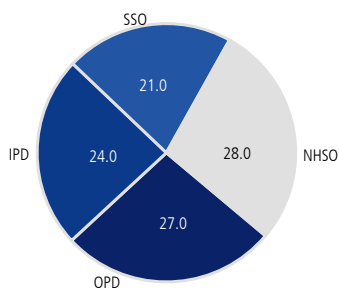
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Source: Company data, KGI Securities Research

**Figure 15: CHG's revenue breakdown by services in 2022**

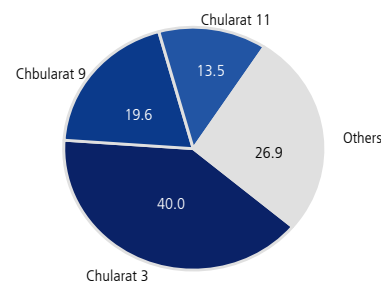
Percent



Source: Company data, KGI Securities Research

**Figure 16: CHG's revenue breakdown by branches in 2022**

Percent



Source: Company data, KGI Securities Research

## Quarterly Income Statement

(Bt mn)	2020		2020		2021		2021		2022		2022		2023
	Mar-20A	Jun-20A	Sep-20A	Dec-20A	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A
<b>Revenue</b>	<b>1,317</b>	<b>1,146</b>	<b>1,460</b>	<b>1,511</b>	<b>1,415</b>	<b>2,071</b>	<b>4,390</b>	<b>3,866</b>	<b>3,571</b>	<b>2,784</b>	<b>2,026</b>	<b>1,721</b>	<b>1,716</b>
Cost of Goods Sold	(931)	(813)	(940)	(1,000)	(995)	(1,206)	(2,159)	(1,523)	(1,702)	(1,497)	(1,480)	(1,229)	(1,276)
<b>Gross Profit</b>	<b>386</b>	<b>332</b>	<b>520</b>	<b>510</b>	<b>420</b>	<b>865</b>	<b>2,232</b>	<b>2,343</b>	<b>1,869</b>	<b>1,288</b>	<b>546</b>	<b>492</b>	<b>440</b>
Operating Expenses	(154)	(141)	(171)	(207)	(160)	(206)	(338)	(117)	(205)	(223)	(253)	(254)	(200)
Other incomes	4	4	7	13	57	64	67	69	67	68	74	96	73
<b>Operating Profit</b>	<b>236</b>	<b>195</b>	<b>356</b>	<b>317</b>	<b>318</b>	<b>723</b>	<b>1,961</b>	<b>2,294</b>	<b>1,732</b>	<b>1,132</b>	<b>367</b>	<b>334</b>	<b>312</b>
Depreciation of fixed assets	87	89	89	88	87	86	87	94	93	95	101	(14)	99
<b>Operating EBITDA</b>	<b>324</b>	<b>284</b>	<b>445</b>	<b>405</b>	<b>404</b>	<b>809</b>	<b>2,048</b>	<b>2,388</b>	<b>1,824</b>	<b>1,227</b>	<b>468</b>	<b>319</b>	<b>411</b>
<b>Non-Operating Income</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>2</b>	<b>1</b>
Interest Income	1	1	0	1	0	1	0	1	1	3	0	2	1
Other Non-op Income	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-Operating Expenses</b>	<b>(10)</b>	<b>(10)</b>	<b>(9)</b>	<b>(7)</b>	<b>(6)</b>	<b>(5)</b>	<b>(5)</b>	<b>(5)</b>	<b>(3)</b>	<b>(3)</b>	<b>(4)</b>	<b>(7)</b>	<b>(7)</b>
Interest Expense	(10)	(10)	(9)	(7)	(6)	(5)	(5)	(5)	(3)	(3)	(4)	(6)	(4)
Other Non-op Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Investment Income/(Loss)	-	-	-	-	-	-	-	-	-	-	-	(1)	(3)
<b>Pre-tax Profit</b>	<b>227</b>	<b>187</b>	<b>348</b>	<b>310</b>	<b>312</b>	<b>718</b>	<b>1,956</b>	<b>2,290</b>	<b>1,729</b>	<b>1,133</b>	<b>364</b>	<b>328</b>	<b>305</b>
Current taxation	(49)	(42)	(70)	(57)	(63)	(143)	(377)	(426)	(341)	(226)	(97)	(40)	(60)
Minorities	8	11	4	1	2	1	(15)	(51)	(31)	(29)	(8)	(3)	(5)
Extraordinary items	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Profit</b>	<b>186</b>	<b>155</b>	<b>282</b>	<b>254</b>	<b>252</b>	<b>576</b>	<b>1,564</b>	<b>1,813</b>	<b>1,356</b>	<b>878</b>	<b>258</b>	<b>285</b>	<b>240</b>
EPS (Bt)	0.02	0.01	0.03	0.02	0.02	0.05	0.14	0.16	0.12	0.08	0.02	0.03	0.02
<b>Margins (%)</b>													
Gross profit margin	29.3	29.0	35.6	33.8	29.7	41.8	50.8	60.6	52.3	46.2	26.9	28.6	25.6
Operating margin	18.0	17.0	24.4	21.0	22.5	34.9	44.7	59.3	48.5	40.7	18.1	19.4	18.2
Operating EBITDA margin	24.6	24.8	30.5	26.8	28.6	39.0	46.6	61.8	51.1	44.1	23.1	18.5	24.0
Net profit margin	14.2	13.5	19.3	16.8	17.8	27.8	35.6	46.9	38.0	31.5	12.8	16.6	14.0
<b>Growth (%)</b>													
Revenue growth	7.2	(2.8)	2.0	13.7	7.4	80.8	200.8	155.9	152.4	34.5	(53.8)	(55.5)	(51.9)
Operating growth	5.4	26.0	5.9	85.5	34.4	270.9	451.0	624.5	445.0	56.6	(81.3)	(85.5)	(82.0)
Operating EBITDA growth	7.2	21.4	6.5	54.6	24.8	184.6	360.4	490.2	351.3	51.8	(77.1)	(86.6)	(77.5)
Net profit growth	4.0	26.1	4.8	88.9	35.0	272.1	455.0	614.5	438.7	52.4	(83.5)	(84.3)	(82.3)

Source: KGI Securities Research

**Balance Sheet**

As of 31 Dec (Bt mn)	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
<b>Total Assets</b>	<b>6,201</b>	<b>10,550</b>	<b>10,280</b>	<b>12,432</b>	<b>14,171</b>
<b>Current Assets</b>	1,763	5,897	5,058	7,201	8,931
Cash & ST Investments	548	2,790	2,001	3,983	5,544
Inventories	179	295	265	286	309
Accounts Receivable	983	2,437	2,767	2,905	3,050
Others	54	376	26	26	27
<b>Non-current Assets</b>	4,438	4,653	5,222	5,231	5,241
LT Investments	76	76	76	76	76
Net fixed Assets	4,091	4,286	4,674	4,674	4,674
Others	271	291	472	481	491
<b>Total Liabilities</b>	<b>2,008</b>	<b>2,709</b>	<b>2,416</b>	<b>2,472</b>	<b>2,597</b>
<b>Current Liabilities</b>	1,429	2,208	1,802	1,823	1,939
Accounts Payable	570	842	851	893	938
ST Borrowings	724	151	490	514	540
Others	135	1,215	462	415	461
<b>Long-term Liabilities</b>	578	500	614	649	658
Long-term Debts	407	313	334	360	360
Others	171	187	280	289	298
<b>Shareholders' Equity</b>	<b>4,193</b>	<b>7,841</b>	<b>7,864</b>	<b>9,961</b>	<b>11,575</b>
Common Stock	1,100	1,100	1,100	1,100	1,100
Capital Surplus	1,146	1,146	1,146	1,146	1,146
Retained Earnings	1,778	5,323	5,277	7,360	8,960
Non-controlling interests	169	272	341	354	369

Source: KGI Securities Research

**Key Ratios**

Year to 31 Dec (Bt mn)	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
<b>Forecast Drivers</b>					
<b>Growth (% YoY)</b>					
Sales	5.2	116.1	(14.0)	(21.9)	8.1
OP	24.6	379.7	(32.7)	(50.4)	2.5
EBITDA	19.9	287.6	(32.0)	(46.5)	2.6
NP	24.3	379.5	(33.9)	(50.1)	2.3
EPS	24.3	379.5	(33.9)	(50.1)	2.3
<b>Profitability (%)</b>					
Gross Margin	32.2	49.9	41.5	32.6	30.8
Operating Margin	20.3	45.1	35.3	22.4	21.3
EBITDA Margin	26.8	48.1	38.0	26.0	24.7
Net Profit Margin	16.1	35.8	27.5	17.6	16.7
ROAA	14.1	50.2	26.7	12.2	10.7
ROAE	20.9	53.6	35.3	13.9	12.3
<b>Stability</b>					
Gross Debt/Equity (%)	49.9	35.8	32.1	25.7	23.2
Net Debt/Equity (%)	14.5	(30.7)	(15.7)	(32.4)	(41.4)
Interest Coverage (x)	n.a.	n.a.	n.a.	n.a.	n.a.
Interest & ST Debt Coverage (x)	n.a.	n.a.	n.a.	n.a.	n.a.
Cash Flow Interest Coverage (x)	n.a.	n.a.	n.a.	n.a.	n.a.
Cash Flow/Interest & ST Debt (x)	n.a.	n.a.	n.a.	n.a.	n.a.
Current Ratio (x)	1.2	2.7	2.8	4.0	4.6
Quick Ratio (x)	1.1	2.5	2.7	3.8	4.4
Net Debt (Bt mn)	584	(2,325)	(1,177)	(3,109)	(4,645)
<b>Per Share Data (Bt)</b>					
EPS	0.1	0.4	0.3	0.1	0.1
CFPS	0.1	0.5	0.4	0.2	0.2
BVPS	0.4	0.7	0.7	0.9	1.0
SPS	0.5	1.1	0.9	0.7	0.8
EBITDA/Share	0.1	0.5	0.3	0.2	0.2
DPS	0.1	0.2	0.2	0.1	0.1
<b>Activity</b>					
Asset Turnover (x)	0.9	1.4	1.0	0.7	0.6
Days Receivables	68.5	53.1	94.0	131.2	127.4
Days Inventory	16.8	14.7	17.3	18.9	18.4
Days Payable	58.3	43.8	52.3	59.9	56.6
Cash Cycle	27.1	24.0	59.0	90.3	89.2

Source: KGI Securities Research

**Profit & Loss**

Year to 31 Dec (Bt mn)	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
<b>Revenue</b>	<b>5,433</b>	<b>11,742</b>	<b>10,103</b>	<b>7,888</b>	<b>8,530</b>
Cost of Goods Sold	(3,685)	(5,882)	(5,908)	(5,317)	(5,906)
<b>Gross Profit</b>	<b>1,748</b>	<b>5,860</b>	<b>4,195</b>	<b>2,571</b>	<b>2,624</b>
Operating Expenses	(673)	(821)	(935)	(1,085)	(1,109)
Other incomes	29	257	305	284	298
<b>Operating Profit</b>	<b>1,104</b>	<b>5,296</b>	<b>3,565</b>	<b>1,769</b>	<b>1,813</b>
Depreciation of fixed assets	354	354	274	284	295
<b>Operating EBITDA</b>	<b>1,457</b>	<b>5,649</b>	<b>3,839</b>	<b>2,054</b>	<b>2,107</b>
<b>Non-Operating Income</b>	<b>3</b>	<b>2</b>	<b>6</b>	<b>6</b>	<b>6</b>
Interest Income	3	2	6	6	6
Other Non-op Income	0	0	0	0	0
<b>Non-Operating Expenses</b>	<b>(36)</b>	<b>(21)</b>	<b>(16)</b>	<b>(15)</b>	<b>(13)</b>
Interest Expense	(36)	(21)	(16)	(15)	(13)
Other Non-op Expenses	0	0	0	0	0
Equity Income/(Loss)	0	0	(1)	0	0
<b>Pretax Income</b>	<b>1,071</b>	<b>5,276</b>	<b>3,554</b>	<b>1,761</b>	<b>1,806</b>
Current taxation	(219)	(1,009)	(703)	(317)	(325)
Minorities	24	(63)	(72)	(56)	(61)
Extraordinary items	0	0	0	0	0
<b>Net Profit</b>	<b>877</b>	<b>4,204</b>	<b>2,778</b>	<b>1,388</b>	<b>1,420</b>
Norm. Profit	877	4,204	2,778	1,388	1,420
EPS (Bt)	0.1	0.4	0.3	0.1	0.1

Source: KGI Securities Research

**Cash Flow**

Year to 31 Dec (Bt mn)	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
<b>Operating Cash Flow</b>	1,298	4,005	2,629	2,898	2,527
Net Profit	877	4,204	2,778	1,388	1,420
Depreciation & Amortization	354	351	382	284	295
Change in Working Capital	(61)	(1,306)	426	426	(80)
Others	128	756	(957)	800	892
<b>Investment Cash Flow</b>	(267)	(447)	(958)	(294)	(304)
Net CAPEX	(261)	(449)	(748)	(284)	(295)
Change in LT Investment	0	0	0	0	0
Change in Other Assets	(6)	2	(211)	(9)	(10)
<b>Free Cash Flow</b>	1,031	3,558	1,671	2,604	2,223
<b>Financing Cash Flow</b>	(951)	(1,316)	(2,460)	(621)	(662)
Change in Share Capital	0	0	0	0	0
Net Change in Debt	(401)	(697)	347	59	34
Change in Other LT Liab.	(550)	(620)	(2,807)	(680)	(696)
<b>Net Cash Flow</b>	80	2,242	(789)	1,983	1,561

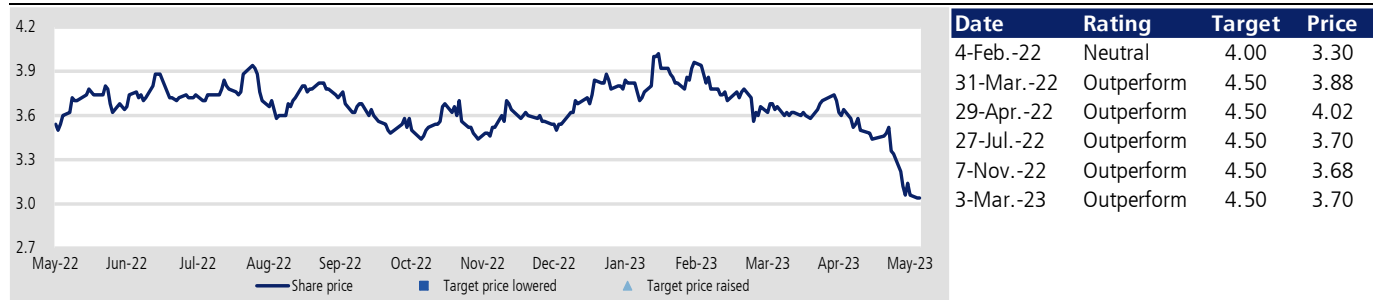
Source: KGI Securities Research

**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>
Dec-20A	61.3%	6.5%	12.4%	19.8%
Dec-21A	47.1%	3.0%	7.0%	42.9%
Dec-22A	55.8%	2.7%	9.3%	32.3%
Dec-23F	63.8%	3.6%	13.8%	18.8%
Dec-24F	65.8%	3.5%	13.0%	17.8%
Year	1/ $\frac{\text{Working Capital}}{\text{Revenue}}$	+ $\frac{\text{Net PPE}}{\text{Revenue}}$	+ $\frac{\text{Other Assets}}{\text{Revenue}}$	= <b>Capital Turnover</b>
Dec-20A	10.9%	0.75	0.05	1.10
Dec-21A	16.1%	0.37	0.02	1.82
Dec-22A	21.6%	0.46	0.05	1.38
Dec-23F	29.1%	0.59	0.06	1.06
Dec-24F	28.4%	0.55	0.06	1.12
Year	<b>Operating Margin</b>	x <b>Capital Turnover</b>	x <b>Cash Tax Rate</b>	= <b>After-tax Return on Inv. Capital</b>
Dec-20A	19.8%	1.1	79.58	17.3
Dec-21A	42.9%	1.8	80.88	63.0
Dec-22A	32.3%	1.4	80.21	35.7
Dec-23F	18.8%	1.1	80.21	16.0
Dec-24F	17.8%	1.1	80.21	16.0

Source: KGI Securities Research

**Chularat Hospital – 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	KASIKORN BANK	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	THAI COM
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	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 LIFESCIENCES	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
CENTEL	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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