# Bangkok Chain Hospital PLC

SCB Courities

Friday, January 29, 2016

## BUY

#### Stock Data

8.00
10.00
25.00
19.95
556

Bloomberg code	ВСН ТВ
Reuters code	BCH.BK
Risk rating	L
Mkt cap (%) SET	0.16
Sector % SET	5.50
Shares issued (mn)	2,494
Par value (Bt)	1.00
12-m high / low (Bt)	9.7 / 6.2
Avg. daily 6m (US\$mn)	0.85
Foreign limit / actual (%)	49 / 21
Free float (%)	38.2
Dividend policy (%)	≤ 40

#### **Price Performance**



Source: SET, SCBS Investment Research

#### **Share performances**

	1M	3M	12M
Absolute	(11.1)	19.4	(7.5)
Relative to SET	(11.4)	28.8	13.9

Source: SET, SCBS Investment Research

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# Preview 4Q15: Good: breaking QoQ drop pattern

We expect BCH to report 4Q15 net profit at Bt157mn, up 9% and 9% QoQ. This will break the traditional earnings pattern of a drop QoQ – a nice surprise - implying earnings upside. The fuel for this comes from lower losses at World Medical Center (WMC) and stronger operations at existing hospitals. BCH's shares price dropped by 8% yesterday – despite the stronger earnings outlook – giving an opportunity to buy. We maintain BUY on BCH with end-2016 TP at Bt10/share.

**4Q15F**: **Highest of 2015**. We expect BCH to report net profit of Bt157mn, up 9% YoY and 9% YoY, the highest quarter of 2015. This beats our earlier expectation of Bt127mn, down 12% YoY and 12% QoQ, and comes from lower losses at WMC, its high-end hospital, and stronger operations at existing hospitals. It if meets our new 4Q15F, 2015 net profit will come to Bt494mn, -5% YoY but 6% better than our current 2015 forecast.

**WMC** operations stronger than expected. We expect WMC to contribute a net loss of Bt40mn in 4Q15, beating our previous estimate of a Bt60mn loss and better than the ~Bt57mn loss in 3Q15, backed by better operations. BCH reports that WMC is serving more international patients, particularly from Oman, with which it has a contract to refer patients from Oman to WMC, and China, with which it has arrangements with agencies to bring Chinese tourists for health checkups. In 4Q15, we estimate WMC's average visits at 170/day and average inpatient traffic at 22 beds/day, up 7% from 9M15. We estimate revenue per patient at ~Bt3,400 for OPD and ~Bt20,500/day for IPD, a 10% increase from 9M15 due to rising international patients. In 2015, WMC's loss will be Bt230mn, below our current 2015 forecast of Bt250mn loss.

**Expansion will focus on its expertise**. BCH's expansion in 2016-18 is on track and it is focusing on mid- to low-income earners, its main area of expertise. In 1Q16, BCH will open a new OPD building at Kasemrad Sriburin, Chiang Rai to serve cash patients and the existing building will be dedicated to social security patients. In 1Q17, BCH will upgrade Kasemrad Sriburin Poly Clinic at Maesai, Chiang Rai to a 30-bed hospital. In 2018, it will open Kasemrad Ramkhamhaeng with 144 beds in January and Kasemrad Chiang Khong Hospital with 30 beds. Since these investments are small and are aimed at a market in which BCH has long years of experience, we do not expect a huge earnings drag as there was from WMC.

**Share price drop is an opportunity to buy.** Yesterday, BCH's share dropped 8%, hitting a 2-month low. We view the contraction as overdone and see this as an opportunity to buy for the better earnings in 4Q15 and strong earnings bounce in 2016 after three years of contractions, as WMC comes closer to breaking even. BCH is trading at 1.4x 2016PE to earnings growth, below the regional average of 2.0x. We maintain BUY on BCH with end-2016 TP at Bt10/share.

# Forecasts and valuation

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Year to 31 Dec	Unit	2013	2014	2015F	2016F	2017F
Revenue	(Btmn)	4,702	5,301	5,465	6,112	6,565
EBITDA	(Btmn)	1,350	1,423	1,369	1,531	1,724
Core profit	(Btmn)	585	522	464	577	707
Reported profit	(Btmn)	585	522	464	577	707
Core EPS	(Bt)	0.23	0.21	0.19	0.23	0.28
DPS	(Bt)	0.16	0.07	0.09	0.12	0.14
P/E, core	(x)	34.1	38.2	43.0	34.5	28.2
EPS growth, core	(%)	(35.6)	(10.8)	(11.1)	24.5	22.5
P/BV, core	(x)	4.4	4.3	4.1	3.9	3.6
ROE	(%)	13.6	11.3	9.8	11.6	13.3
Dividend yield	(%)	2.0	0.9	1.2	1.4	1.8
EV/EBITDA	(x)	14.0	16.5	17.3	14.8	12.6

Source: SCBS Investment Research

# Financial statement

Profit and Loss Statement (Btmn)											
FY December 31	2013	2014	2015F	2016F	2017F						
Total revenue	4,702	5,301	5,465	6,112	6,565						
Cost of goods sold	(3,191)	(3,670)	(3,872)	(4,321)	(4,569)						
Gross profit	1,510	1,631	1,593	1,791	1,996						
SG&A	(600)	(721)	(757)	(814)	(867)						
Other income	95	80	103	113	119						
Interest expense	106	160	164	164	135						
Pre-tax profit	899	830	775	925	1,112						
Corporate tax	(178)	(159)	(155)	(185)	(222)						
Equity a/c profits	-	-	-	-	-						
Minority interests	(136)	(149)	(156)	(163)	(183)						
Core profit	585	522	464	577	707						
Extra-ordinary items	-	-	-	-	-						
Net Profit	585	522	464	577	707						
EBITDA	1,350	1,423	1,369	1,531	1,724						
Core EPS (Bt)	0.23	0.21	0.19	0.23	0.28						
Net EPS (Bt)	0.23	0.21	0.19	0.23	0.28						
DPS (Bt)	0.16	0.07	0.09	0.12	0.14						
Balance Sheet (Btmn)											
FY December 31	2013	2014	2015F	2016F	2017F						
Total current assets	2,273	1,933	1,809	2,065	2,201						
Total fixed assets	7,403	7,557	7,647	7,726	7,669						
Total assets	10,030	9,992	10,257	10,592	10,671						
Total loans	3,983	4,031	4,018	3,218	2,218						
Total current liabilities	1,815	1,803	1,779	2,624	3,849						
Total long-term liabilities	3,347	3,324	3,324	2,525	1,026						
Total liabilities	5,485	5,325	5,426	5,471	5,196						
Paid-up capital	2,494	2,494	2,494	2,494	2,494						
Total equity	4,546	4,667	4,831	5,121	5,476						
BVPS (Bt)	1.82	1.87	1.94	2.05	2.20						
Cash Flow Statement (Btmn)	)										
FY December 31	2013	2014	2015F	2016F	2017F						
Core Profit	585	522	464	577	707						
Depreciation and amortization	345	433	430	441	476						
Operating cash flow	1,339	378	984	893	1,086						
Investing cash flow	(2,412)	(574)	(500)	(500)	(400)						
Financing cash flow	2,306	(172)	(312)	(288)	(653)						
Net cash flow	779	(327)	(128)	105	33						
Key Financial Ratios											
	2013	2014	2015F	2016F	2017F						
Gross margin(%)	32.1	30.8	29.1	29.3	30.4						
Operating margin(%)	19.4	17.2	15.3	16.0	17.2						
EBITDA margin(%)	28.7	26.8	25.1	25.0	26.3						
EBIT margin(%)	21.0	18.4	16.9	17.5	18.7						
Net profit margin(%)	12.4	9.8	8.5	9.4	10.8						
ROE (%)	13.6	11.3	9.8	11.6	13.3						
ROA (%)	6.8	5.2	4.6	5.5	6.7						
Net D/E (x)	0.7	0.8	0.8	0.5	0.3						
Interest coverage (x)	12.7	8.9	8.3	9.3	12.8						
Debt service coverage (x)	1.7	1.8	1.6	1.8	2.1						
Payout Ratio (%)	68.2	33.4	50.0	50.0	50.0						

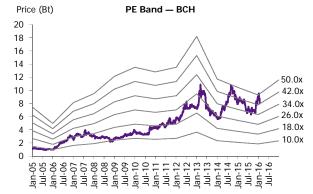
#### Profit and Loss Statement (Btmn)

	(2,)				
FY December 31	3Q14	4Q14	1Q15	2Q15	3Q15
Total revenue	1,379	1,351	1,330	1,354	1,476
Cost of goods sold	(945)	(935)	(940)	(984)	(1,012)
Gross profit	434	415	390	370	465
SG&A	(204)	(175)	(207)	(179)	(212)
Other income	21	21	19	19	22
Interest expense	41	41	39	41	42
Pre-tax profit	211	221	163	168	232
Corporate tax	(43)	(38)	(38)	(34)	(50)
Equity a/c profits	-	-	-	-	-
Minority interests	(40)	(39)	(30)	(36)	(41)
Core profit	128	144	95	98	141
Extra-ordinary items	-	-	-	-	-
Net Profit	128	144	95	98	141
EBITDA	359	375	309	320	392
Core EPS (Bt)	0.05	0.06	0.04	0.04	0.06
Net EPS (Bt)	0.05	0.06	0.04	0.04	0.06

Balance Sheet (Btmn)					
FY December 31	3Q14	4Q14	1Q15	2Q15	3Q15
Total current assets	1,693	1,933	1,974	1,960	1,871
Total fixed assets	6,943	7,557	7,557	7,153	7,845
Total assets	9,722	9,992	10,039	10,486	10,395
Total loans	3,919	4,006	4,007	4,413	4,502
Total current liabilities	1,688	1,803	2,545	3,047	3,009
Total long-term liabilities	3,300	3,300	2,500	2,500	2,500
Total liabilities	5,233	5,325	5,247	5,725	5,660
Paid-up capital	2,494	2,494	2,494	2,494	2,494
Total equity	4,489	4,667	4,792	4,761	4,734
BVPS (Bt)	1.80	1.87	1.92	1.91	1.90
Main Assumptions					

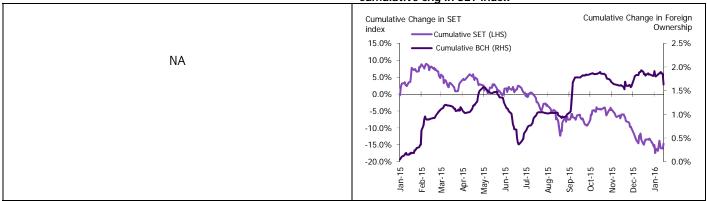
	2013	2014	2015F	2016F	2017F
Revenue breakdown (%)					
Cash service	67	65	64	64	65
Social securities (SC)	32	34	35	35	34
Universal coverage project (UC)	1	1	1	1	1

#### PE Band Chart



#### 12-Month Cumulative directors trade

# 12 Month cumulative chg in foreign ownership versus cumulative chg in SET index



Source: SET, SCBS Investment Research



Figure 1: 4Q15 earnings preview

P & L (Btmn)	4Q14	1Q15	2Q15	3Q15	4Q15F	% Chg YoY	% Chg QoQ
Total revenue	1,351	1,330	1,354	1,476	1,550	14.8	5.0
Total cost of goods sold	(935)	(940)	(984)	(1,012)	(1,049)	12.1	3.6
Gross profit	415	390	370	465	502	20.7	7.9
SG&A expense	(175)	(207)	(179)	(212)	(234)	33.9	10.4
Net other income/expense	21	19	19	22	23	9.0	5.0
Interest expense	(41)	(39)	(41)	(42)	(42)	2.9	0.0
Pre-tax profit	221	163	168	232	248	12.5	6.8
Corporate tax	(38)	(38)	(34)	(50)	(52)	38.6	4.9
Equity a/c profits	0	0	0	2	2	NM	0.0
Minority interests	(39)	(30)	(36)	(41)	(41)	5.7	0.0
Core profit	144	95	98	144	157	9.2	9.4
Extra. Gain (Loss)	0	0	0	0	0	NM	NM
Net Profit	144	95	98	144	157	9.2	9.4
EPS	0.06	0.04	0.04	0.06	0.06	9.2	9.4
EBITDA	375	309	320	392	408	8.6	4.0
Financial ratio (%)							
Gross margin	30.8	29.3	27.3	31.5	32.4	1.6	0.9
Net profit margin	10.7	7.1	7.3	9.7	10.1	(0.5)	0.4
EBITDA margin	27.8	23.3	23.6	26.5	26.3	(1.5)	(0.2)
SG&A expense/Revenue	13.0	15.6	13.2	14.4	15.1	2.2	0.7

Source: SCBS Investment Research

Figure 2: Regional peer comparison

	•	MKt Cap	- 1	PE (x) EPS Growth (%) CAGR		PBV (x) Div. Yield (%)			(%)	ROE	EV/EBITDA (x)									
Company name	Country	U\$ mn.	15F	16F	17F	15F	16F	17F	14-16F	15F	16F	17F	15F	16F	17F	15F 16	F 17F	15F	16F	17F
Bangkok Chain Hospital *	Thailand	557	43.0	34.5	28.2	-11.1	24.5	22.5	5.2	4.1	3.9	3.6	1.2	1.4	1.8	9.8 11.	6 13.3	17.3	14.8	12.6
Bangkok Dusit Medical*	Thailand	9,561	46.7	40.0	33.7	3.2	16.7	18.5	9.8	6.6	6.1	5.6	1.1	1.3	1.5	14.6 15.	9 17.3	27.0	23.6	20.7
Bumrungrad Hospital*	Thailand	4,517	46.2	40.7	36.1	30.5	13.3	12.8	21.6	12.5	10.9	9.4	1.1	1.2	1.4	29.0 28.	6 28.1	28.0	25.5	22.6
Chularat Hospital	Thailand	737	48.0	36.4	31.2	13.6	32.0	16.7	22.5	8.8	8.0	7.3	1.0	1.3	1.6	18.6 21.	3 23.1	31.6	25.5	21.1
KPJ Healthcare Bhd	Malaysia	1,067	29.9	27.2	24.5	1.7	9.8	10.8	5.7	3.2	3.0	2.8	1.7	1.9	2.0	11.1 11.	3 11.9	15.5	13.8	12.4
IHH Healthcare Bhd	Malaysia	12,926	56.9	46.1	37.8	24.5	23.5	21.8	24.0	2.6	2.5	2.4	0.5	0.6	0.7	4.5 5.	6 6.4	27.0	23.2	20.3
Raffles Medical Group	Singapore	1,629	33.1	29.3	25.3	0.9	13.1	15.9	6.8	3.9	3.6	3.2	1.4	1.5	1.6	12.2 12.	9 13.7	24.2	20.6	17.6
Apollo Hospitals Enterpris	India	2,882	50.8	42.0	32.8	10.5	21.0	28.1	15.6	5.7	5.2	4.6	0.5	0.5	0.7	11.7 13.	4 16.4	25.2	21.2	17.7
Ramsay Health Care	Australia	8,728	27.4	24.0	21.7	19.6	14.2	10.4	16.9	6.4	5.6	5.0	1.9	2.2	2.4	23.3 23.	8 23.4	12.6	11.3	10.5
Ryman Healthcare	New Zealand	2,577	26.3	22.7	19.6	0.2	15.7	16.0	7.7	3.3	2.9	2.5	1.9	2.2	2.5	14.3 14.	4 13.7	18.2	17.2	14.3
	Average		40.8	34.3	29.1	9.4	18.4	17.4	13.6	5.7	5.2	4.7	1.2	1.4	1.6	14.9 15.	9 16.7	22.6	19.7	17.0
•	Thailand		46.0	37.9	32.3	9.1	21.6	17.6	14.8	8.0	7.2	6.5	1.1	1.3	1.6	18.0 19.	4 20.5	25.9	22.4	19.2
	Average Regiona	al excl. Thailand	37.4	31.9	27.0	9.6	16.2	17.2	12.8	4.2	3.8	3.4	1.3	1.5	1.7	12.9 13.	6 14.2	20.4	17.9	15.5

Source: Bloomberg and SCBS Investment Research

#### CG Rating 2015 Companies with CG Rating

AAV, ACAP, AGE, AHC, AKP, AMATA, ANAN, AOT, APCS, ARIP, ASIMAR, ASK, ASP, BANPU, BAY, BBL, BDMS, BEM, BKI, BLA, BOL, BROOK, BWG, CENTEL, CFRESH, CHO, CIMBT, CM, CNT, COL, CPF, CPI, CSL, DCC, DELTA, DEMCO, ECF, EE, ERW, GBX, GC, GFPT, GLOBAL, GUNKUL, HEMRAJ, HOTPOT, HYDRO, ICC, ICHI, INET, IRC, KSL, KTC, LANNA, LH, LOXLEY, I.B.H, MACO, MBK, MC, MEG, MEC, NBC, MCH, NINE, NSI, NTV. OCC, OGC, OISHI, OTO, PAP, PDI, PE, PG, PIW, PM, PPP, PRANDA, PREB, PT, PTG, O-CON, OH, RS, S. & J. SABINA, SAMCO, SCG, SEAFCO, SFP, SIAM, SINGER, SIS, SITHAI, SMK, SMPC, SMT, SSP, SSP, SST, SST, STS, STSC, STST, STSC, STST, STSC, STST, STSC, STST, STST,

Corporate Governance Report
The disclosure of the survey result of the Thai Institute of Directors Association (10D°) 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 Thind Institute of 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 base 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. SCB Securities Company Limited does not conform nor certify the accuracy of such survey result.

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EVENT 3B: Established by Commitment and Policy (Bithernystopinik Bithernystopinik Bith

Level 2: Declared (departmentation)
2.5 ABICO, AE, AER, MARIAN ABANTA, ADT, APCO, AYUD, BEAUTY, BFIT, BH, BKD, BLAND, BTNC, CCP. CI, CSR, CSS, EFORL, EPCO, FE, FNS, FVC, GEL, GLOBAL, HEMRAJ, IEC, IFS, INET, JUTHA, KASET, KCAR, KKC, KSL, L&E, LALIN, LTX, M, MALEE, MBK, MBKET, MEGA, MK, MPG, MTLS, NCH, NCL, NPP, OCC, OCEAN, PB, PCA, PRINC, OH, ROCK, RPC, S & J. SCP, SIAM, SIS, SKR, SMG, SMIT, SORKON, SUSCO, TAKUNI, TEAM, TF, TIC, TIP, TIPCO, TMC, TMI, TPP, TRT, TRU, TRUE, TSC, TSI, TTW, TVD, TVO, UKEM, UNIQ, UWC, VING, WIIK, WIN, XO

Reference
Level 5: Extended – Extension of the anti-corruption policy to business partners in the supply chain, and disclosure of any current investigations, prosecutions or closed cases
Level 4: Certified – Audit engagement by audit committee or auditors approved by the office of SEC, and receiving certification or assurance by independent external assurance providers (CAC etc)
Level 3: Established – Carrying out preventive measures, risk assessment, communication and training for all employees, including consistent monitoring and review processes
Level 3A: Established by declaration of intent, Level 3B: Established by Commitment and Policy
Level 2: Declared – Public declaration statement to participate in Thailand's private sector Collective Action Coalition Against Corruption (CAC) or equivalent initiatives
Level 1: Committed – Organization's statement or board's resolution to work against corruption and to be in compliance with all relevant laws



<sup>\*</sup> BCH, BDMS and BH are SCBS estimate