# Bangkok Chain Hospital PLC



Friday, May 13, 2016

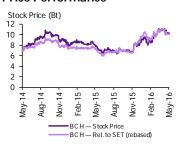
# **BUY**

### **Stock Data**

Last close (May 12) (Bt)	10.40
12-m target price (Bt)	12.00
Upside (Downside) to TP (%)	15.38
Mkt cap (Btbn)	25.93
Mkt cap (US\$mn)	734

BCH TB
BCH.BK
L
0.19
5.55
2,494
1.00
11.4 / 6.2
2.23
49 / 19
38.2
≤ 40

### **Price Performance**



Source: SET, SCBS Investment Research

# Share performances

	1M	3M	12M
Absolute	(3.7)	22.4	34.2
Relative to SET	(4.7)	11.6	43.5

Source: SET, SCBS Investment Research

# 1016: In line with estimates

**1Q16 net profit was Bt156mn (Bt0.06/share), up 64% YoY but down 18% QoQ,** meeting estimates by both SCBS and the market. Behind the YoY earnings growth is higher revenue and lower losses at World Medical Center (WMC), its high-end hospital; the QoQ fall comes from lower revenue from the social security scheme service (SC). 1Q16 net profit accounted for 24% of full-year forecast vs. 25% historical average and we maintain our earnings projection at Bt662mn, a jump of 26% YoY in 2016.

# 1Q16 highlights:

1Q16 revenue was Bt1.5bn, up 16% YoY but down 4% QoQ. Strong growth YoY was driven by cash service (+15% YoY), largely from better operations at WMC and SC service (+18% YoY) on more insured persons. According to company guidance, as of March 2016, it had 750K SC insured persons, up 12% YoY and 7% QoQ, from Kasemrad Sriburin Hospital and Karunvej Rattanatibeth Hospital. The slip in revenue QoQ is due to seasonally lower SC revenues as 4Q15 saw reimbursement for high-cost treatment to the tune of ~Bt30mn.

	1Q15	2Q15	3Q15	4Q15	1Q16	% YoY	% QoQ
Revenue (Btmn)							
Cash service	870	865	981	1,029	1,001	15.1	(2.8)
Social security scheme (SC)	444	474	480	560	522	17.5	(6.8)
Universal coverage scheme (UC)	16	15	16	17	19	17.5	12.3
Total revenues	1,330	1,354	1,476	1,606	1,541	15.9	(4.0)

Source: Company data and SCBS Investment Research

- EBITDA margin was 27.1% in 1Q16, improving from 23.3% in 1Q15 but slipping from 27.8% in 4Q15.
- We estimate WMC's loss at ~Bt40mn, lower than the ~Bt70mn loss in 1Q15 and relatively flat QoQ, backed by rising revenue and improving operations.
- Interest-bearing debt to equity was 0.9x as of March 2016, relatively stable from December 2015.

**BCH remains our lead pick.** BCH is our lead in the sector because of its strong earnings turnaround with a 22% CAGR for the next three years (vs. 15% for BDMS and 12% for BH) and discounted valuation compared to peers. BCH is trading at 17x 2016 EV/EBITDA, still discounted to the regional average of 22x — which will come down to 14x in 2018. We rate BUY on BCH with end-2016 TP at Bt12/share.

### Raweenuch Piyakriengkai

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### Forecasts and valuation

Year to 31 Dec	Unit	2014	2015	2016F	2017F	2018F
Revenue	(Btmn)	5,301	5,766	6,468	6,924	7,415
EBITDA	(Btmn)	1,423	1,468	1,654	1,840	2,055
Core profit	(Btmn)	522	527	662	803	956
Reported profit	(Btmn)	522	527	662	803	956
Core EPS	(Bt)	0.21	0.21	0.27	0.32	0.38
DPS	(Bt)	0.07	0.07	0.09	0.11	0.13
P/E, core	(x)	49.7	49.2	39.2	32.3	27.1
EPS growth, core	(%)	(10.8)	1.0	25.5	21.3	19.1
P/BV, core	(x)	5.6	5.3	4.9	4.5	4.1
ROE	(%)	11.3	11.0	13.0	14.5	15.7
Dividend yield	(%)	0.7	0.7	0.9	1.1	1.3
EV/EBITDA	(x)	20.7	19.7	17.4	15.1	13.5

Source: SCBS Investment Research

## Financial statement

Profit and Loss Statement (Btmn)											
FY December 31	2014	2015	2016F	2017F	2018F						
Total revenue	5,301	5,766	6,468	6,924	7,415						
Cost of goods sold	(3,670)	(3,989)	(4,455)	(4,706)	(4,946)						
Gross profit	1,631	1,777	2,013	2,218	2,469						
SG&A	(721)	(855)	(936)	(985)	(1,028)						
Other income	80	86	119	124	130						
Interest expense	160	163	170	141	148						
Pre-tax profit	830	844	1,026	1,216	1,423						
Corporate tax	(159)	(174)	(205)	(243)	(285)						
Equity a/c profits	-	3	3	3	3						
Minority interests	(149)	(145)	(162)	(173)	(185)						
Core profit	522	527	662	803	956						
Extra-ordinary items	-	-	-	-	-						
Net Profit	522	527	662	803	956						
EBITDA	1,423	1,468	1,654	1,840	2,055						
Core EPS (Bt)	0.21	0.21	0.27	0.32	0.38						
Net EPS (Bt)	0.21	0.21	0.27	0.32	0.38						
DPS (Bt)	0.07	0.07	0.09	0.11	0.13						
Balance Sheet (Btmn)											
FY December 31	2014	2015	2016F	2017F	2018F						
Total current assets	1,933	2,137	2,479	2,683	2,787						
Total fixed assets	7,557	7,859	7,931	7,974	8,017						
Total assets	9,992	10,598	11,011	11,259	11,405						
Total loans	4,031	3,662	3,648	2,648	2,648						
Total current liabilities	1,803	3,042	3,118	4,344	4,868						
Total long-term liabilities	3,324	2,510	2,511	1,012	13						
Total liabilities	5,325	5,676	5,753	5,478	5,002						
Paid-up capital	2,494	2,494	2,494	2,494	2,494						
Total equity	4,667	4,922	5,258	5,781	6,404						
BVPS (Bt)	1.87	1.97	2.11	2.32	2.57						
Cash Flow Statement (Btmn)											
FY December 31	2014	2015	2016F	2017F	2018F						
Core Profit	522	527	662	803	956						
Depreciation and amortization	433	461	457	483	484						
Operating cash flow	378	879	943	1,181	1,328						
Investing cash flow	(574)	(553)	(500)	(500)	(500)						
Financing cash flow	(172)	278	(339)	(580)	(834)						
Net cash flow	(327)	367	102	101	(6)						
Key Financial Ratios	(==-)				(-)						
	2014	2015	2016F	2017F	2018F						
Gross margin(%)	30.8	30.8	31.1	32.0	33.3						
Operating margin(%)	17.2	16.0	16.7	17.8	19.4						
EBITDA margin(%)	26.8	25.5	25.6	26.6	27.7						
EBIT margin(%)	18.4	17.2	18.2	19.3	20.8						
Net profit margin(%)	9.8	9.1	10.2	11.6	12.9						
ROE (%)	11.3	11.0	13.0	14.5	15.7						
ROA (%)	5.2	5.1	6.1	7.2	8.4						
Net D/E (x)	0.8	0.6	0.1	0.3	0.4						
Interest coverage (x)	8.9	9.0	9.7	13.1	13.9						
Dobt sorvice coverage (x)	0.9	9.U 1.7	9.7	13.1	13.9						

### Profit and Loss Statement (Btmn)

FY December 31	1Q15	2Q15	3Q15	4Q15	1Q16
Total revenue	1,330	1,354	1,476	1,606	1,541
Cost of goods sold	(940)	(984)	(1,012)	(1,053)	(1,062)
Gross profit	390	370	465	553	480
SG&A	(207)	(179)	(212)	(257)	(205)
Other income	19	19	22	26	20
Interest expense	39	41	42	41	46
Pre-tax profit	163	168	232	281	248
Corporate tax	(38)	(34)	(50)	(52)	(50)
Equity a/c profits	-	-	2	0	0
Minority interests	(30)	(36)	(41)	(38)	(43)
Core profit	95	98	144	191	156
Extra-ordinary items	-	-	-	-	-
Net Profit	95	98	144	191	156
EBITDA	309	320	392	447	418
Core EPS (Bt)	0.04	0.04	0.06	0.08	0.06
Net EPS (Bt)	0.04	0.04	0.06	0.08	0.06

Balance Sheet (Btmn)					
FY December 31	1Q15	2Q15	3Q15	4Q15	1Q16
Total current assets	1,974	1,960	1,871	2,137	2,499
Total fixed assets	7,557	7,153	7,845	7,859	7,866
Total assets	10,039	10,486	10,395	10,598	10,975
Total loans	4,007	4,413	4,502	4,452	4,690
Total current liabilities	2,545	3,047	3,009	3,042	3,239
Total long-term liabilities	2,500	2,500	2,500	2,500	2,498
Total liabilities	5,247	5,725	5,660	5,676	5,853
Paid-up capital	2,494	2,494	2,494	2,494	2,494
Total equity	4,792	4,761	4,734	4,922	5,122
BVPS (Bt)	1.92	1.91	1.90	1.97	2.05
Main Assumptions					

	2013	2014	2015	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**

1.4

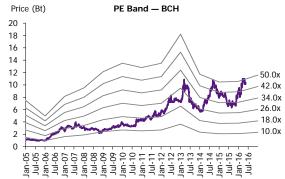
35.0

1.2

35.0

1.3

35.0



## 12-Month Cumulative directors trade

Payout Ratio (%)

Debt service coverage (x)

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

NA

1.8

33.4

1.7

33.1



Source: SET, SCBS Investment Research



Figure 1: 1Q16 earnings review

(Bt mn)	1Q15	2Q15	3Q15	4Q15	1Q16	YoY%	QoQ%
Revenue	1,330	1,354	1,476	1,606	1,541	15.9	(4.0)
Gross profit	390	370	465	553	480	23.0	(13.2)
EBITDA	309	320	392	447	418	35.1	(6.5)
Core profit	95	98	144	191	156	64.2	(18.4)
Net profit	95	98	144	191	156	64.2	(18.4)
EPS (Bt/share)	0.04	0.04	0.06	0.08	0.06	64.2	(18.4)
Balance Sheet							
Total Assets	10,039	10,486	10,395	10,598	10,975	9.3	3.6
Total Liabilities	5,247	5,725	5,660	5,676	5,853	11.6	3.1
Total Equity	4,792	4,761	4,734	4,922	5,122	6.9	4.1
BVPS (Bt/share)	1.92	1.91	1.90	1.97	2.05	6.9	4.1
Financial Ratio							
Gross Margin (%)	29.3	27.3	31.5	34.4	31.1	1.8	(3.3)
EBITDA margin (%)	23.3	23.6	26.5	27.8	27.1	3.9	(0.7)
Net Profit Margin (%)	7.1	7.3	9.7	11.9	10.1	3.0	(1.8)
ROA (%)	3.8	3.9	5.7	7.4	5.9	2.1	(1.5)
ROE (%)	8.0	8.5	12.5	15.9	12.6	4.6	(3.3)
D/E (X)	0.8	0.9	1.0	0.9	0.9	0.1	0.0

Source: SCBS Investment Research

Figure 2: Regional valuation comparison

			PE (x)		EPS Growth (%)		PBV (x)			Div. Yield (%)			ROE (%)			EV/EBITDA (x)			
Ticker	Country	16F	17F	18F	16F	17F	18F	16F	17F	18F	16F	17F	18F	16F	17F	18F	16F	17F	18F
Bangkok Chain Hospital *	Thailand	39.2	32.3	27.1	25.5	21.3	19.1	4.9	4.5	4.1	0.9	1.1	1.3	13.0	14.5	15.7	17.4	15.1	13.5
Bangkok Dusit Medical*	Thailand	42.2	36.3	31.9	14.7	16.2	14.0	6.6	6.0	5.5	1.2	1.4	1.6	15.6	17.2	17.9	25.1	22.1	19.6
Bumrungrad Hospital*	Thailand	38.4	34.4	30.3	11.6	11.6	13.8	10.0	8.7	7.7	1.3	1.5	1.7	27.3	26.9	27.0	24.1	21.6	18.8
Chularat Hospital	Thailand	42.5	36.3	28.8	32.7	16.9	26.3	9.2	8.5	7.3	1.2	1.5	1.8	21.2	23.3	25.4	29.9	24.9	20.6
Ladprao General Hospital	Thailand	38.8	33.8	31.1	33.5	14.5	8.8	4.1	3.9	3.9	1.8	2.1	2.6	10.6	11.9	13.4	22.9	19.7	17.2
Vibhavadi Medical Center	Thailand	41.8	35.8	32.0	11.1	16.9	11.8	5.6	5.1	4.7	1.5	1.7	2.0	15.9	17.4	18.3	22.5	20.1	18.0
KPJ Healthcare Bhd	Malaysia	28.6	25.1	22.7	13.5	14.2	10.7	2.9	2.7	2.6	1.7	1.9	2.2	10.3	10.7	11.7	14.2	12.6	11.1
IHH Healthcare Bhd	Malaysia	49.5	40.8	35.2	15.1	21.4	15.7	2.4	2.3	2.2	0.5	0.6	0.7	4.8	5.5	6.2	24.1	21.0	18.5
Raffles Medical Group	Singapore	36.3	31.8	26.8	3.7	14.3	18.8	4.3	4.0	3.6	1.3	1.4	1.6	12.2	12.9	14.2	25.1	21.8	18.6
Apollo Hospitals Enterpris	India	41.9	33.2	n.m.	20.4	26.3	n.m.	4.9	4.4	n.a	0.5	0.6	n.a	11.8	13.4	n.a.	20.9	17.5	n.a.
Ramsay Health Care	Australia	27.5	24.9	22.7	14.7	10.5	9.6	6.5	5.8	5.2	1.9	2.1	2.2	23.6	23.2	22.6	13.3	12.4	11.5
Ryman Healthcare	New Zealand	26.5	23.0	20.2	-1.4	15.5	14.0	3.4	2.9	2.7	1.9	2.1	2.5	14.4	13.7	14.3	19.4	16.2	16.2
	Average	37.8	32.3	28.1	16.3	16.6	14.8	5.4	4.9	4.5	1.3	1.5	1.8	15.1	15.9	17.0	21.6	18.7	16.7

Source: Bloomberg \*SCBS estimates



### CG Rating 2015 Companies with CG Rating

ADVANC, BAFS, BCP, BIGC, BTS, CK, CPN, DRT, DTAC, DTC, EASTW, EGCO, GRAMMY, HANA, HMPRO, INTUCH, IRPC, IVL, KBANK, KCE, KKP, KTB, LHBANK, LPN, MCOT, MINT, MONO, NKI, PHOL, PPS, PS, PSL, PTT, PTTEP, PTTGC, OTC, RATCH, ROBINS, SAMART, SAMTEL, SAT, SC, SCB, SCC, SE-ED, SIM, SNC, SPALI, THCOM, TISCO, TKT, TMB, TOP, VGI, WACOAL

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, EEF, ERW, GBX, GC, GFPT, GLOBAL, GUNKUL, HOTPOT, HYDRO, ICC, ICHI, INET, IRC, KSL, KTC, LANNA, LH, LOXLEY, LRH, MACO, MBK, MC, MEGA, MFEC, NBC, NCH, NINE, NSI, NTV, OCC, OGC, OISHI, OTO, PAP, PDI, PEP, PIW, PM, PPP, PR, PRANDA, PREB, PT, PTG, O-CON, OH, RS, S & J. SABINA, SAMCO, SCG, SEAFCO, SFP, SIAM, SINGER, SIS, SITHAI, SMK, SMPC, SMT, SNP, SPI, SSF, SSS, SST, STA, STEC, SVI, SWC, SYMCE, TASCO, TBSP, TCAP, TF, TGCI, THAI, THANA, THANI, THRE, THREL, TICON, TIP, TIPCO, TK, TKS, TMI, TMILL, TMT, TNDT, TNITY, TNL, TOG, TPC, TPCORP, TRC, TRU, TRUE, TSC, TSTE, TSTH, TTA, TTCL, TTW, TU, TVD, TVO, TWPC,

2S, AEC, AEONTS, AF, AH, AIRA, AIT, AJ, AKR, AMANAH, AMARIN, AP, APCO, AQUA, AS, ASIA, AUCT, AYUD, BA, BEAUTY, BEC, BFIT, BH, BIG, BJC, BJCHI, BKD, BTNC, CBG, CGD, CHG, CHOW, CI, CITY, CKP, CNS, CPALL, CPL, CSC, CSP, CSS, CTW, DNA, EARTH, EASON, ECL, EFORL, ESSO, FE, FIRE, FOCUS, FORTH, FPI, FSMART, FSS, FVC, GCAP, GENCO, GL, GLAND, GLOW, GOLD, GYT, HTC, HTECH, IEC, IFEC, IFS, IHL, IRCP, ITD, JSP, JTS, JUBILE, KASET, KBS, KCAR, KGI, KKC, KTIS, KWC, KYE, L&E, LALIN, LHK, LIT, TT, LST, M, MAJOR, MAKRO, MATCH, MATI, MBKET, M-CHAI, MFC, MILL, MJD, MK, MODERN, MOONG, MPG, MSC, MTI, MTLS, NC, NOK, NUSA, NWR, NYT, OCEAN, PACE, PATO, PB, PCA, PCSGH, PDG, PF, PICO, PL, PLANB, PLAT, PPM, PRG, PRIN, PSTC, PTL, PYLON, QLT, RCI, RCI, RICHY, RML, RPC, S, SALEE, SAPPE, SAWAD, SCCC, SCN, SCP, SEAOIL, SIRI, SKR, SMG, SOLAR, SORKON, SPA, SPC, SPCG, SPPT, SPVI, SRICHA, SSC, STANLY, STPI, SUC, SUSCO, SUTHA, SYNEX, TAE, TAKUNI, TCC, TCCC, TCJ, TEAM, TFD, TFI, TIC, TIW, TLUXE, TMC, TMD, TOPP, TPCH, TPIPL, TRT, TSE, TSR, UMI, UP, UPF, UPOIC, UREKA, UWC, VIBHA, VIH, VPO, WHA, WIN, XO

# Anti-corruption Progress Indicator 2015 Level 5: Extended (ขยายผลสู่ผู้ที่เกี่ยวข้อง) BCP, CPN, GYT, PE, PM, PPP, PT, PTT, PTTGC, Level 4: Certified (ได้รับการรับรอง)

SAT, SCC, THANI, TOP

ADVANC, AMANAH, ASP, AVUD, BAFS, BANPU, BAY, BBL, BKI, BLA, BTS, CFRESH, CIMBT, CNS, CSL, DCC, DRT, DTC, EASTW, ECL, EGCO, ERW, FSS, GCAP, HANA, HTC, IFEC, INTUCH, IRPC, IVL, KBANK, KCE, KGI, KKP, KTB, LANNA, LHBANK, MBKET, MFC, MINT, MTI, NKI, PPS, PSL, PTG, PTTEP, SABINA, SCB, SINGER, SIS, SNC, SNP, SSF, SSI, SSSC, SVI, TCAP, THCOM, THREL, TISCO, TMB, TMD, TNITY, TOG, TSTH

S.S., S.P., SIM, SLP, SMI, SAP, SPORT, SSC, SST, STEC, STP, SUC, SOTHA, T, TAE, TBSP, TCC, TED, TGCT, TGPRO, THANA, THIP, TTW, TR, TMW, TNDT, TOPP, TPC, TPCH, TPIPL, TSR, TT, TYCN, UAC, UBIS, UEC, UMIT, UP, UP, UT, UV, VPO, WAVE, WINNER, YUASA

Level 3A: Established by declaration of intent (Δίμαρκησταιομίνα πλική μεταιομιστική)

ABC, ACAP, AGE, AH, ANAN, AP, APCS, APURE, R.S., ASIA, ASIAN, ASIAN,

PHOL, PLAT, PR, PRANUA, PREB, PS, DLT, RATCH, ROIL, ROBINS, ROUNA, RWI, SANICO, SCG., SCB, SEAUL, SELD, SEWA, STHAI, SIM, SYMED, SPALI, SPC, SPCG, SPI, SRICHA, STANLY, STPER, STMLE, STMLE, CHARLES, LANCE TO CHARLES, STMLE, STMLE, TOWN, STMLE, TOWN, STMLE, STMLE, STMLE, TOWN, STMLE, TOWN, SPALI, SPC, SPCG, SPI, SRICHA, STANLY, STMLE, STMLE, STMLE, TOWN, STMLE, STMLE, STMLE, STMLE, STMLE, TOWN, SPALI, SPC, SPCG, SPI, SRICHA, STANLY, STMLE, STMLE, STMLE, TOWN, SPALI, SPC, SPCG, SPI, SRICHA, STANLY, STMLE, STMLE WIIK, WIN, XO

Win, No. 20 (Level 1: Committed (ขนามผลผู้ผู้ที่เก็บวชังง)

AEONTS, AFC, AJ, ANC, AOUA, ARIP, AUCT, BAT-3K, BIG, BJC, BOL, CBG, CCET, CCN, CGD, CMR, CPH, CSP, CTW, DCON, DRACO, DSGT, DTCI, E, EMC, ESSO, FOCUS, FSMART, GIFT, GLAND, GRAND, GREEN, HFT, HTECH, IHL, ITD, JSP, KDH, KTIS, KTP, LEE, LST, MAJOR, MATCH, MAX, M-CHAI, MDX, MIDA, ML, MPIC, NC, NEP, NWR, OHTL, PICO, PK, PL, PPM, PRAKIT, PRECHA, PRIN, RAM, RICH, RS, SANKO, SAUCE, SAWAD, SAWANG, SCN, SEAFCO, SF, SHANG, SIR, SMART, SMM, SOLAR, SPG, SPVI, STA, STAR, SVH, SVOA, SWC, TAPAC, TC, TCCC, TCJ, TCOAT, TH, TKS, TNH, TNPC, TPAC, TPOLY, TRC, TRUBB, TSE, TTA, TTI, TTIL, TTTM, TWP, TWZ, UMS, UPA, UPOIC, UTP, UVAN, VARO, VI, VIH, VTE, WG

Anti-corruption Progress Indicator

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 operations and is not based on any inside information. Since this 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, SCB Securities Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment result.

- Reverence
  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

