# Bangkok Chain Hospital PLC



Wednesday, May 17, 2017

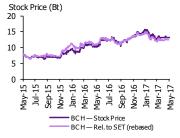
# BUY

#### Stock Data

Last close (May 16) (Bt)	12.70
12-m target price (Bt)	17.00
Upside (Downside) to TP (%)	33.86
Mkt cap (Btbn)	31.67
Mkt cap (US\$mn)	917

BCH TB
BCH.BK
L
0.21
4.33
2,494
1.00
16.1 / 10.2
4.09
49 / 15
42.4
≤ 40

#### **Price Performance**



Source: SET, SCBS Investment Research

#### Share performance

	1M 3M									
Absolute	(2.3)	(10.6)	21.0							
Relative to SET	(0.4)	(8.7)	10.0							
Source: SET, SCBS Investment Research										

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# 1Q17: Misses on weaker revenue, EBITDA margin

**Misses estimates.** BCH reported 1Q17 net profit at Bt165mn (Bt0.07/share), up 6% YoY but down 17% QoQ, a full 19% below market expectations, off lower revenue and EBITDA margin. 1Q17 results accounted for 18% of our full-year forecast vs. its historical average of 24%.

# 1Q17 highlights:

- 1Q17 revenue was Bt1.6bn, up 5% YoY but down 4% QoQ. By service, revenue from cash service (64% of revenue) was weak (flat YoY but down 6% QoQ) while revenue from social security scheme patients (36% of revenue) was up (+15% YoY but -2% QoQ), which we believe is from rising numbers of SC-insured clients.
- 1Q17 EBITDA margin was 25.6%, down from 27.1% in 1Q16 and 27.4% in 4Q16 due to softer revenue growth.
- We estimate the net loss at World Medical Hospital, its high-end hospital, at Bt40mn in 1Q17, improving from the Bt51mn loss in 1Q16 but little changed from the net loss of Bt39mn in 4Q16.
- Interest-bearing debt to equity was 0.8x as of March 2017, relatively stable from December 2016.

**Share price under pressure.** The weakness in 1Q17 suggests earnings downside and will pressure BCH's share price in the near term. We will provide an update on operations and strategy after the June 1 analyst meeting.

#### **BCH's earnings review**

ben 5 curnings review							
(Bt mn)	1Q16	2Q16	3Q16	4Q16	1Q17	YoY%	QoQ%
Revenue	1,541	1,531	1,747	1,693	1,622	5.2	(4.2)
Gross profit	480	449	583	527	468	(2.5)	(11.3)
EBITDA	418	415	520	463	415	(0.9)	(10.5)
Core profit	156	156	243	198	165	5.8	(16.7)
Net profit	156	156	243	198	165	5.8	(16.7)
EPS (Bt/share)	0.06	0.06	0.10	0.08	0.07	5.8	(16.7)
Balance Sheet							
Total Assets	10,975	10,617	10,520	10,569	10,849	(1.1)	2.6
Total Liabilities	5,853	5,558	5,426	5,233	5,306	(9.3)	1.4
Total Equity	5,122	5,059	5,094	5,337	5,543	8.2	3.9
BVPS (Bt/share)	2.05	2.03	2.04	2.14	2.22	8.2	3.9
Financial Ratio							
Gross Margin (%)	31.1	29.3	33.4	31.1	28.8	(2.3)	(2.3)
EBITDA margin (%)	27.1	27.1	29.8	27.4	25.6	(1.6)	(1.8)
Net Profit Margin (%)	10.1	10.2	13.9	11.7	10.2	0.1	(1.5)
ROA (%)	5.9	5.9	9.3	7.5	6.0	0.1	(1.4)
ROE (%)	12.6	12.7	19.8	15.4	12.4	(0.2)	(3.1)
D/E (X)	0.9	0.9	0.8	0.8	0.8	(0.2)	(0.0)
<u>Revenues breakdown (Bt mn)</u>							
Cash service	997	961	1,121	1,061	997	0.0	(6.0)
Social security scheme (SC)	526	553	609	618	607	15.4	(1.8)
Universal coverage scheme	18	17	15	14	18	(3.5)	23.8
Total revenues	1,541	1,531	1,746	1,694	1,622	5.2	(4.2)

Source: Company data, SCBS Investment Research

## Forecasts and valuation

Year to 31 Dec	Unit	2015	2016	2017F	2018F	2019F
Revenue	(Btmn)	5,766	6,511	7,160	7,801	8,426
EBITDA	(Btmn)	1,468	1,817	2,123	2,334	2,491
Core profit	(Btmn)	527	753	916	1,095	1,231
Reported profit	(Btmn)	527	753	916	1,095	1,231
Core EPS	(Bt)	0.21	0.30	0.37	0.44	0.49
DPS	(Bt)	0.07	0.17	0.13	0.15	0.17
P/E, core	(x)	60.1	42.1	34.6	28.9	25.7
EPS growth, core	(%)	1.0	42.8	21.6	19.6	12.4
P/BV, core	(x)	6.4	5.9	5.4	4.8	4.3
ROE	(%)	11.0	14.7	16.4	17.7	17.7
Dividend yield	(%)	0.6	1.3	1.0	1.2	1.4
EV/EBITDA	(x)	23.6	19.4	15.9	14.4	13.6

Source: SCBS Investment Research

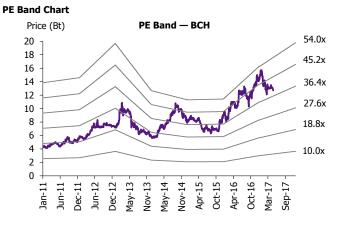
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# **Financial statement**

Profit and Loss Statement (I		2010	20175	20105	20105
FY December 31	2015	2016	2017F	2018F	2019F
Total revenue	5,766	6,511	7,160	7,801	8,426
Cost of goods sold	(3,989)	(4,472)	(4,778)	(5,167)	(5,570)
Gross profit	1,777	2,039	2,381	2,634	2,856
SG&A	(855)	(835)	(867)	(927)	(1,006)
Other income	86	98	92	84	89
Interest expense	163	162	215	150	108
Pre-tax profit	844	1,140	1,392	1,641	1,832
Corporate tax	(174)	(208)	(278)	(328)	(366)
Equity a/c profits	3	(100)	(100)	(210)	(220)
Minority interests	(145)	(180) <b>753</b>	(199)	(218)	(236)
Core profit	527	/53	916	1,095	1,231
Extra-ordinary items	527	753	016	1 005	1 221
Net Profit EBITDA	<b>527</b> 1,468		916	1,095	1,231
	,	1,817 <b>0.30</b>	2,123 <b>0.37</b>	2,334 <b>0.44</b>	2,491 <b>0.49</b>
Core EPS (Bt) Net EPS (Bt)	<b>0.21</b> 0.21	0.30	0.37	0.44	0.49
DPS (Bt)	0.21	0.30	0.37	0.44	0.49
Balance Sheet (Btmn)	0.07	0.17	0.15	0.15	0.17
FY December 31	2015	2016	2017F	2018F	2019F
Total current assets	2,137	1,937	2,599	2,867	3,234
Total fixed assets	7,859	8,039	8,054	8,037	8,012
Total assets	10,598	10,569	11,246	11,498	11,839
Total loans	4,462	4,078	4,200	3,700	3,200
Total current liabilities	3,042	2,621	4,307	4,846	4,386
Total long-term liabilities	2,510	2,498	1,002	., 0.10	.,500
Total liabilities	5,676	5,233	5,420	4,959	4,499
Paid-up capital	2,494	2,494	2,494	2,494	2,494
Total equity	4,922	5,337	5,826	6,539	7,340
BVPS (Bt)	1.97	2.14	2.34	2.62	2.94
Cash Flow Statement (Btmn	)				
FY December 31	2015	2016	2017F	2018F	2019F
Core Profit	527	753	916	1,095	1,231
Depreciation and amortization	461	514	516	543	551
Operating cash flow	879	1,305	1,004	1,504	1,652
Investing cash flow	(553)	(684)	(500)	(500)	(500)
Financing cash flow	278	(854)	(305)	(882)	(930)
Net cash flow	367	(233)	194	122	222
Key Financial Ratios					
	2015	2016	2017F	2018F	2019F
Gross margin(%)	30.8	31.3	33.3	33.8	33.9
Operating margin(%)	16.0	18.5	21.2	21.9	22.0
EBITDA margin(%)	25.5	27.9	29.7	29.9	29.6
EBIT margin(%)	17.2	19.7	22.2	22.7	22.8
Net profit margin(%)	9.1	11.6	12.8	14.0	14.6
	11.0	14.7	16.4	17.7	17.7
			8.4	9.6	10.5
ROA (%)	5.1	7.1			
ROA (%) Net D/E (x)	5.1 0.8	0.7	0.6	0.4	0.3
ROA (%) Net D/E (x) Interest coverage (x)	5.1 0.8 9.0	0.7 11.2	0.6 9.9	0.4 15.5	0.3 23.0
ROE <sup>(%)</sup> ROA (%) Net D/E (x) Interest coverage (x) Debt service coverage (x) Payout Ratio (%)	5.1 0.8	0.7	0.6	0.4	0.3 23.0 0.7 35.0

	FY December 31	1Q16	2Q16	3Q16	4Q16	1Q17	
5	Total revenue	1,541	1,531	1,747	1,693	1,622	
)	Cost of goods sold	(1,062)	(1,082)	(1,163)	(1,166)	(1,154)	
5	Gross profit	480	449	583	527	468	
)	SG&A	(205)	(189)	(219)	(222)	(209)	
)	Other income	20	29	23	26	26	
3	Interest expense	46	48	28	39	39	
2	Pre-tax profit	248	241	358	292	245	
)	Corporate tax	(50)	(44)	(65)	(49)	(40)	
	Equity a/c profits	0	0	0	0	1	
)	Minority interests	(43)	(41)	(50)	(45)	(41)	
	Core profit	156	156	243	198	165	
-	Extra-ordinary items	-	-	-	-	-	
	Net Profit	156	156	243	198	165	
	EBITDA	418	415	520	463	415	
)	Core EPS (Bt)	0.06	0.06	0.10	0.08	0.07	
)	Net EPS (Bt)	0.06	0.06	0.10	0.08	0.07	
7							
_	Balance Sheet (Btmn)						
	FY December 31	1Q16	2Q16	3Q16	4Q16	1Q17	
ł	Total current assets	2,499	2,033	1,983	1,937	2,134	
2	Total fixed assets	7,866	7,999	7,978	8,039	8,122	
)	Total assets	10,975	10,617	10,520	10,569	10,849	
)	Total loans	4,690	4,431	4,285	4,078	4,178	
5	Total current liabilities	3,239	2,947	2,816	2,621	3,689	
ł	Total long-term liabilities	2,498	2,498	2,498	2,498	1,498	
)	Total liabilities	5,853	5,558	5,426	5,233	5,306	
ł	Paid-up capital	2,494	2,494	2,494	2,494		
)	Total equity	5,122	5,059	5,094	5,337	5,543	
ŀ	BVPS (Bt)	2.05	2.03	2.04	2.14	2.22	
	Main Assumptions						
		2015	5 2016	2017F	2018F	2019F	
	<u>Revenue breakdown (%)</u>						
	Cash service	63			62	63	
	Social securities (SC)	36			37	36	
	Universal coverage project (UC)		1 1	1	1	1	

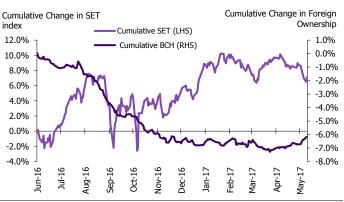
Profit and Loss Statement (Btmn)



### 12-Month Cumulative directors trade

NA

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



Source: SET, SCBS Investment Research



## Figure 1: Valuation summary (Closing price as of May 16, 2017)

	Rating	Price	Target	ETR	P,	/E (x)		EPS growth (%)		P/BV (x)		ROE (%)			Div. Yield (%)			EV/EBITDA (x)		(x)		
		(Bt/Sh)	(Bt/Sh)	(%)	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F
BCH	Buy	12.70	17.0	34.9	42.1	34.6	28.9	43	22	20	5.9	5.4	4.8	15	16	18	1.3	1.0	1.2	19.4	15.9	14.4
BDMS	Buy	19.30	27.5	44.0	36.6	32.7	28.9	5	12	13	5.1	5.1	4.7	14	16	17	1.5	1.5	1.7	22.0	20.3	17.9
BH	Sell	183.00	190.0	5.3	37.0	34.4	30.4	6	8	13	9.0	8.1	7.1	26	25	25	1.4	1.5	1.7	23.0	21.2	18.7
CHG	Buy	2.30	3.5	54.1	44.8	37.5	30.0	5	20	25	7.8	7.2	6.5	18	20	23	1.6	1.9	2.4	28.2	22.6	18.5
Average					40.1	34.8	29.6	15	15	18	7.0	6.5	5.8	18	19	21	1.4	1.5	1.7	23.2	20.0	17.4

Source: SCBS Investment Research

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25, AAV, ACAP, ADVANC, AGE, AH, AHC, AKP, ALUCON, AMANAH, ANAN, AP, APCO, APCS, ARIP, ASIA, ASIMAR, ASK, ASP, AUCT, AYUD, BANPU, BBL, BDMS, BEM, BFIT, BLA, BOL, BROOK, CEN, CENTEL, CFRESH, CGH, CHG, CHO, CHOW, CI, CIMBT, CKP, CM, CNS, CNT, COL, CPI, DCC, EA, ECF, EE, ERW, FORTH, FPI, GBX, GC, GCAP, GL, GLOBAL, GLOW, GUNKUL, HOTPOT, HYDRO, ICC, ICHI, IFEC, INET, IRC, JSP, K, KSL, KTIS, L&E, LANNA, LH, LHK, LT, LOXLEY, LRH, LST, M, MACO, MALE, MBKET, MC, MEGA, MCC, MOGLE, MSL, MTLS, NCH, NOBLE, NSI, NTV, OCC, OGC, OISHI, ORI, PACE, PAP, PB, PCSGH, PDI, PE, PG, PJW, PLANB, PM, PPP, PR, PRANDA, PREB, PRG, PRINC, PT, PTG, PYLON, Q-CON, RICHY, ROBINS, RS, RWI, S, S & J, SABINA, SALEE, SAMCO, SCG, SEAFCO, SFP, SIAM, SINGER, SIS, SMK, SMPC, SMT, SNP, SPI, SPPT, SPRC, SR, SSF, SST, STA, SUSCO, SUTHA, SWC, SYNC, SYNEX, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TCC, TF, TFI, TGCI, THAI, THANA, THANII, THIP, THREL, TICON, TIPCO, TK, TKS, TMC, TMIL, TMT, TNITY, TNL, TOG, TPC, TPCORP, TRC, TRU, TRUE, TSE, TSTH, TTA, TTW, TH TVD, TVO, TWPC, UAC, UP, UPF, VIH, VNT, WINNER, YUASA, ZMICO

AEC, AEONTS, AF, AIRA, AIT, AJ, AKR, AMARIN, AMATAV, AMC, APURE, AQUA, ARROW, AS, BA, BEAUTY, BEC, BH, BIG, BJC, BJCHI, BKD, BR, BROCK, BRR, BTNC, CBG, CGD, CHARAN, CITY, AEUN S, AF, ALIXA, ATI, AJ, ARK, AMARIN, AMATAV, AMUC, APURC, AQUA, ARKOW, AS, BA, BEAUTY, BEC, BH, BIG, BJC, BJCHI, BKD, BK, BRUCK, BKR, BTNC, CBG, GGD, CHARAN, CTTY, CMR, COLOR, COM7, CPL, CSC, CSP, CSR, CSS, CTW, DCON, DIMET, DNA, EARTH, EASON, ECL, EFORL, EPCO, EPG, ESSO, FE, FER, FOCUS, FSMART, FSS, FVC, GEL, GIFT, GLAND, GOLD, GSTEL, GYT, HPT, HTC, HTECH, IFS, IHL, ILINK, INSURE, IRCP, IT, ITD, J, JMART, JMT, JUBILE, JWD, KASET, KBS, KCAR, KGJ, KKC, KOOL, KWC, KYE, LALIN, LPH, MAJOR, MAKRO, MATCH, MATI, M-CHAI, MDX, MFEC, MJD, MK, MODERN, MPG, NC, NCL, NDR, NEP, NOK, NUSA, PATO, PCA, PDG, PF, PICO, PIMO, PL, PLAT, PLE, PMTA, PPM, PRIN, PSTC, QLT, RCI, RCL, RICH, RML, RPC, SANKO, SAPPE, SAWAD, SCI, SCN, SCP, SEAOIL, SENA, SIRI, SKR, SLP, SMG, SMIT, SORKON, SPA, SPC, SPCG, SPVI, SSC, STANLY, STPI, SUC, TACC, TCCC, TCMC, TEAM, TFG, TIC, TIW, TKN, TLUXE, TMD, TNP, TOPP, TPA, TPAC, TPCH, TPIPL, TPOLY, TRITN, TRT, TTI, TVI, TWP, U, UBIS, UMI, UPOIC, UT, UWC, VIBHA, VPO, VTE, WICE, WIIK, WIN, XO Corporate Governance Report

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Limited does not conform nor certify the accuracy of such survey result.

SMG was voluntarily delisted from the Stock Exchange of Thailand effectively on June 2, 2016

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Certified (ได้รับการรับรอง)

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2S, A, ABC, AEC, AF, AI, AIRA, ALUCON, AMATA, ANAN, AOT, AP, APCS, AQUA, ASIAN, ASK, BCH, BEAUTY, BFIT, BJCHI, BROCK, BROOK, BRR, BSBM, BTNC, CGH, CHOTI, CHOW, CM, COL, CPALL, CPF, CSC, CSS, EE, EPCO, FC, FER, FNS, FPI, FSMART, GEL, GFPT, GIFT, GLOBAL, GPSC, GREEN, GUNKUL, HMPRO, ICHI, IEC, IFS, ILINK, INET, IRC, J, JMART, JMT, JUBILE, JUTHA, K, KASET, KBS, KCAR, KSL, KTECH, KYE, L&E, LPN, LVT, M, MBAX, MC, MCOT, MIDA, MILL, ML, MPG, MTLS, NBC, NINE, NMG, NNCL, NTV, NUSA, OCC, OGC, PACE, PAF, PCSGH, PDG, PDI, PIMO, PK, PLANB, PLAT, PRANDA, PRG, PRINC, PSTC, PYLON, QH, RML, ROBINS, ROH, SANKO, SAUCE, SC, SCCC, SCN, SEAOIL, SE-ED, SENA, SGP, SITHAI, SMIT, SMK, SORKON, SPACK, SPPT, SPRC, SR, SRICHA, STA, SUSCO, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TFG, TFI, TICON, TIP, TKT, TLUXE, TMILL, TMT, TPA, TPP, TRT, TRU, TRUE, TSE, TU, TVD, TVO, TVT, U, UBIS, UKEM, UOBKH, UREKA, UWC, VGI, VIBHA, VNT, WAVE, WHA, WICE, WIIK, XO

N/A

N/A AAV, ABICO, ACAP, ACC, ADAM, AEONTS, AFC, AGE, AH, AHC, AIE, AIT, AJ, AJD, AKR, ALLA, ALT, AMA, AMARIN, AMATAV, AMC, APCO, APURE, APX, AQ, ARIP, ARROW, AS, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, BA, BAT-3K, BCPG, BDMS, BEC, BEM, BGT, BH, BIG, BIGC, BIZ, BJC, BKD, BLAND, BLISS, BM, BOL, BPP, BR, BRC, BSM, BTC, BTW, BUI, CBG, CCET, CCN, CCP, CEN, CGD, CHARAN, CHEWA, CHG, CHO, CHUO, CI, CIG, CITY, CK, CKP, CMO, CMR, CNT, COLOR, COM7, COMAN, CPH, CPL, CPR, CRANE, CSP, CSR, CTW, CWT, D, DAII, DCON, DCORP, DELTA, DNA, DRACO, DSGT, DTCI, EA, EARTH, EASON, ECF, EFORL, EIC, EKH, EMC, EPG, ESSO, ESTAR, ETE, EVER, F&D, FANCY, FMT, FN, FOCUS, FORTH, FVC, GC, GENCO, GGC, GJS, GL, GLAND, GOLD, GRAMMY, GRAND, GSTEL, GTB, GYT, HARN, HFT, HOTPOT, HPT, HTECH, HYDRO, IHL, INOX, INSURE, IRCP, IT, ITD, ITEL, JAS, JCT, JSP, JTS, JWD, KAMART, KC, KCM, KDH, KIAT, KKC, KOOL, KTIS, KWC, KWG, LALIN, LDC, LEE, LH, LIT, LOXLEY, LPH, LRH, LST, LTX, MACO, MAJOR, MAKRO, MALEE, MANRIN, MATCH, MATI, MAX, M-CHAI, MCS, MDX, MEGA, METCO, MFEC, MGT, MJD, MK, MM, MODERN, MPIC, NC, NCH, NCL, NDR, NEP, NETBAY, NEW, NEWS, NFC, NOBLE, NOK, NPK, NPP, NWR, NYT, OHTL, OISHI, ORI, OTO, PAE, PAP, PATO, PCA, PERM, PF, PICO, PJW, PL, PLE, PMTA, POLAR, POMPUI, POST, PPM, PRAKIT, PREB, PRECHA, PRIN, PRO, PSH, PTL, QTC, RAM, RCI, RCL, RICH, RICHY, RJH, ROCK, ROJNA, RP, RPC, RPH, RS, NWI, S, S11, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAPPE, SAWAD, SAWANG, SCI, SCP, SE, SEAFCO, SELIC, SF, SFP, SGF, SHANG, SIAM, SIM, SIMAT, SIRI, SKR, SLP, SMART, SMM, SMT, SULS, SMART, SMR, SM, SMT, SMART, SMM, SMT, SULS, SMART, SAMCO, SAWANG, SCI, SCP, SE, SEAFCO, SELIC, SF, SFP, SGF, SHANG, SIAM, SIM, SIMAT, SIRI, SKR, SLP, SMART, SMM, SMT, SULS, SUPER, SUTHA, SVH, SVOA, SWC, SYMC, SYNEX, TACC, TAPAC, TC, TCB, TCC, TCCA, TEAM, TFD, TGPRO, TH, THAI, THANA, THE, THIP, THL, TIC, TIW, TK, TKN, TKS, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TNR, TOPP, TPAC, TPB, TPCH, TPIPL, TPIPP, TPOLY, TR, TRC, TRITN, TRUBB, TSF, TSI, TSTE, TST, TSTE, TTA, TTI, TTL, TTTM, TTW, TUCC, TWP Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of January 27, 2017) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

