Bangkok Dusit Medical

BDMS

Bangkok Dusit Medical Services Public Company Limited Bloomberg Reuters BDMS TB BDMS.BK

Expanding its wellness business

The recent announcement that it is setting up *BDMS Silver Wellness & Residence* is a move we see as good for the long term, getting BDMS in on the global trend toward healthy practices. Concerns over this project and its effect on BDMS' financial health that dragged share price down 4% yesterday are overdone, in our view. We maintain Outperform on BDMS.

Project details. *BDMS Silver Wellness & Residence* is a mixed-use project (clinic, hotel and residential) targeting those in the "silver age" group (55+) and long-stay health-conscious tourists, offering activities that lead to a better lifestyle. Total investment of Bt23.5bn covers: 1) Bt9.1bn for a 30-year land leasehold (renewable for another 30 years), on Lang Suan Road (opposite Lumpini Park) and 2) Bt14.4bn for construction, medical equipment and other items. Construction will take 6.5 years and it will open its doors in 2029 (see project details in Figure 1-2).

Long-term growth for the wellness business. *BDMS Wellness Clinic*, its current wellness facility, brought in revenue of ~Bt800mn in 2021 (1% of BDMS revenue), with a positive EBITDA after full opening in 2019. While the contribution is still small, we see good long-term growth prospects in the wellness business. The Global Wellness Institute reports the value of the wellness market was US\$4.4trn in 2020, covering several segments that enable consumers to incorporate wellness activities into their daily lives. As the COVID-19 pandemic has heightened health awareness, the total wellness market is expected to grow at a 10% CAGR in 2020-25 with the strongest growth in the segment of wellness tourism at 20% CAGR in 2020-25 (Figure 3). Thailand has focused on promoting medical & wellness tourism and attracting high-potential foreigners by cutting the long-term resident (LTR) visa fee by half to Bt50K, allowing a stay in the country of up to ten years.

Financial health is no concern. Funds will be sourced from internal cash flow and debt. If the transaction is funded entirely by debt, its net debt to equity ratio would go up to 0.3x (from 0.02x as of March 31, 2022), well below its debt coverage of 1.75x. This implies BDMS' has room to raise debt ~Bt134bn for additional investment opportunities in the future.

To collaborate with expert partners. For the hotel and residential services, BDMS plans to collaborate with expert partners/developers to develop the projects and manage operations. BDMS will leverage its health expertise by inputting medical and wellness services into this project.

Maintain earnings forecast. Information at this time is limited and we thus view it as too early to estimate the earnings impact. At the same time, we see this as a good move for BDMS to expand into the wellness business, getting it in on the global trend toward modifying behavior to stay well, leading to rising demand for preventive medicine and wellness centers.

Forecasts and valuation

| Year to 31 Dec | Unit | 2020 | 2021 | 2022F | 2023F | 2024F |
|-------------------|--------|--------|--------|--------|--------|--------|
| Revenue | (Btmn) | 65,166 | 71,541 | 80,002 | 87,737 | 94,543 |
| EBITDA | (Btmn) | 14,982 | 17,622 | 21,024 | 23,077 | 24,927 |
| Core profit | (Btmn) | 6,037 | 7,736 | 10,639 | 11,948 | 13,413 |
| Reported profit | (Btmn) | 7,214 | 7,936 | 10,639 | 11,948 | 13,413 |
| Core EPS | (Bt) | 0.38 | 0.49 | 0.67 | 0.75 | 0.84 |
| DPS | (Bt) | 0.55 | 0.45 | 0.50 | 0.50 | 0.50 |
| P/E, core | (x) | 67.8 | 53.4 | 38.8 | 34.6 | 30.8 |
| EPS growth, core | (%) | (36.9) | 26.9 | 37.5 | 12.3 | 12.3 |
| P/BV, core | (x) | 4.7 | 4.9 | 4.8 | 4.6 | 4.3 |
| ROE | (%) | 6.8 | 8.6 | 11.9 | 12.9 | 13.8 |
| Dividend yield | (%) | 2.1 | 1.7 | 1.9 | 1.9 | 1.9 |
| FCF yield | (x) | 5.9 | 0.0 | 2.3 | 3.2 | 3.6 |
| EV/EBIT | (x) | 37.2 | 37.1 | 28.2 | 24.9 | 22.2 |
| EBIT growth, core | (%) | (44.4) | 2.8 | 30.0 | 12.0 | 10.0 |
| EV/CE | (x) | 3.9 | 4.0 | 3.9 | 3.9 | 3.9 |
| ROCE | (%) | 3.0 | 5.3 | 7.2 | 8.3 | 9.3 |
| EV/EBITDA | (x) | 27.3 | 23.8 | 19.7 | 17.7 | 16.1 |
| EBITDA growth | (%) | (16.9) | 17.6 | 19.3 | 9.8 | 8.0 |

SCBS 🗘

Tactical: OUTPERFORM

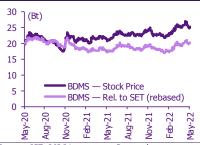
(3-month)

Stock data

| Last close (May 26) (Bt) | 26.00 |
|--------------------------|--------|
| Target price (Bt) | 30.00 |
| Mkt cap (Btbn) | 413.19 |
| Mkt cap (US\$mn) | 12,106 |
| | |

| Beta | L |
|----------------------------|-------------|
| Mkt cap (%) SET | 2.14 |
| Sector % SET | 4.90 |
| Shares issued (mn) | 15,892 |
| Par value (Bt) | 0.10 |
| 12-m high / low (Bt) | 27.8 / 21.1 |
| Avg. daily 6m (US\$mn) | 31.40 |
| Foreign limit / actual (%) | 25 / 22 |
| Free float (%) | 68.3 |
| Dividend policy (%) | ≥ 50 |
| | |

Price performance



Source: SET, SCBS Investment Research

Share performance

| (%) | 1M | 3M | 12M |
|-----------------|-------|------|------|
| Absolute | (2.8) | 9.7 | 20.9 |
| Relative to SET | (1.1) | 12.8 | 17.2 |

Source: SET, SCBS Investment Research

Analyst

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Value proposition

BDMS is Thailand's largest private hospital operator (53 hospitals with over 8,500 beds) and is one of the top five private hospital operators in the world by market capitalization. BDMS is placing itself to get in on rising demand for quality healthcare and to provide the entire spectrum of healthcare service, from preventive to curative and rehabilitative.

Business outlook

We forecast continued improvement in earnings with 39% growth in 2022 to Bt10.6bn, above pre-COVID-19 level, with more Thai patients coming for care after COVID-19 eased and improving international patient services that will offset the fading of COVID-19 services. BDMS is strengthening its Thai patient base, mainly middle incomers, by collaborating with insurance companies to provide exclusive health insurance policies. It is developing a digital health ecosystem to build sustainable growth in the future alongside a change in consumer behavior together with innovations and developments in telecommunications that will foster growth in the telemedicine market, i.e., for virtual consultations and a health mall. In 2022, BDMS will spend Bt500mn (not sizable against its usual Bt6-7bn capex) to develop the digital platform. It targets revenue from the digital health ecosystem to contribute 10-15% of revenue in the next five years from 1% now. Apart from its large patient base, we expect its medical expertise and patient trust will draw new users into its digital health platform.

BDMS has set forth a sustainable development policy. Environmentally, in 2021, BDMS piloted a project to inspect and assess greenhouse gas emission from every activity at Bangkok Hospital, its head office. Socially, BDMS has set up projects to improve labor and human rights, incentives and personnel retention, health and personnel safety, community involvement and access to medical services as well as practices regarding sales and labeling.

Bullish views Bearish views

- 1. Sound fundamentals, providing the entire spectrum of 1. Material operational healthcare, from preventive to curative and rehabilitative. international patients.
- 1. Material operational improvement requires return of international patients.
- 2. Collaboration with Ping An Health Insurance Company of 2. Concern about competition. China, Ltd. (Ping An Health) which is a part of Ping An Insurance Group Company of China, Ltd., the largest
- 3. Laggard play

insurance company in China.

Key catalysts

| Factor | Event | Impact | Comment |
|--------------------------------|----------------------------|-----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Near-term earnings outlook | 2Q22F earnings momentum | +YoY and -QoQ | We expect 2Q22 earnings to grow YoY but soften QoQ on a lower season for non-COVID-19 services. |
| Factors to be aware of in 2022 | Easing travel restrictions | Positive impact | Easing travel restrictions will allow more fly-in and medical tourism patients to come to Thailand. We expect the recovery of international patient segment (~30% of pre-COVID-19 revenue) to materialize in 2H22. |

Sensitivity analysis

| Factor | Earnings impact | TP impact |
|---------------------------------|-----------------|------------------|
| 1ppt change in hospital revenue | 2-3% | Bt0.5/share (2%) |

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Financial statement Profit and Loss Statement

| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
|----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total revenue | (Btmn) | 69,123 | 75,331 | 79,630 | 65,166 | 71,541 | 80,002 | 87,737 | 94,543 |
| Cost of goods sold | (Btmn) | 47,975 | 51,546 | 54,277 | 46,371 | 49,462 | 54,677 | 60,175 | 64,745 |
| Gross profit | (Btmn) | 21,148 | 23,784 | 25,354 | 18,795 | 22,079 | 25,324 | 27,562 | 29,798 |
| SG&A | (Btmn) | 14,488 | 15,998 | 17,447 | 14,161 | 15,029 | 15,838 | 16,823 | 17,855 |
| Other income | (Btmn) | 4,402 | 4,803 | 11,882 | 5,187 | 4,050 | 5,200 | 5,703 | 6,145 |
| Interest expense | (Btmn) | 1,535 | 1,165 | 929 | 871 | 728 | 665 | 638 | 409 |
| Pre-tax profit | (Btmn) | 9,526 | 11,424 | 18,860 | 8,950 | 10,373 | 14,021 | 15,804 | 17,680 |
| Corporate tax | (Btmn) | 2,564 | 2,740 | 3,873 | 2,751 | 2,103 | 2,804 | 3,161 | 3,536 |
| Equity a/c profits | (Btmn) | 1,417 | 1,690 | 1,022 | 273 | 21 | 23 | 26 | 27 |
| Minority interests | (Btmn) | (359) | (456) | (492) | (435) | (554) | (601) | (721) | (757) |
| Core profit | (Btmn) | 8,021 | 9,918 | 9,560 | 6,037 | 7,736 | 10,639 | 11,948 | 13,413 |
| Extra-ordinary items | (Btmn) | 2,195 | (727) | 5,957 | 1,177 | 200 | - | - | - |
| Net Profit | (Btmn) | 10,216 | 9,191 | 15,517 | 7,214 | 7,936 | 10,639 | 11,948 | 13,413 |
| EBITDA | (Btmn) | 15,544 | 17,249 | 18,032 | 14,982 | 17,622 | 21,024 | 23,077 | 24,927 |
| Core EPS (Bt) | (Btmn) | 0.52 | 0.64 | 0.61 | 0.38 | 0.49 | 0.67 | 0.75 | 0.84 |
| Net EPS (Bt) | (Bt) | 0.66 | 0.59 | 0.99 | 0.46 | 0.50 | 0.67 | 0.75 | 0.84 |
| DPS (Bt) | (Bt) | 0.36 | 0.32 | 0.55 | 0.55 | 0.45 | 0.50 | 0.50 | 0.50 |

Balance Sheet

| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
|-----------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total current assets | (Btmn) | 14,359 | 15,198 | 16,325 | 30,013 | 24,401 | 16,046 | 21,183 | 24,068 |
| Total fixed assets | (Btmn) | 71,559 | 74,496 | 78,440 | 81,313 | 79,689 | 80,533 | 79,066 | 77,736 |
| Total assets | (Btmn) | 122,627 | 133,499 | 133,662 | 136,050 | 128,454 | 120,470 | 123,669 | 124,752 |
| Total loans | (Btmn) | 30,456 | 39,849 | 24,316 | 20,701 | 15,672 | 6,496 | 4,996 | 0 |
| Total current liabilities | (Btmn) | 13,417 | 28,499 | 19,263 | 11,220 | 15,862 | 11,068 | 11,644 | 12,130 |
| Total long-term liabilities | (Btmn) | 37,694 | 29,790 | 24,099 | 20,594 | 15,596 | 6,496 | 4,996 | 0 |
| Total liabilities | (Btmn) | 56,756 | 60,061 | 46,480 | 44,588 | 40,689 | 29,894 | 28,970 | 24,461 |
| Paid-up capital | (Btmn) | 1,549 | 1,567 | 1,589 | 1,589 | 1,589 | 1,589 | 1,589 | 1,589 |
| Total equity | (Btmn) | 65,871 | 73,438 | 87,182 | 91,463 | 87,765 | 90,576 | 94,699 | 100,291 |
| BVPS (Bt) | (Bt) | 4.07 | 4.50 | 5.33 | 5.59 | 5.28 | 5.45 | 5.70 | 6.04 |

Cash Flow Statement

| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
|-------------------------------|--------|----------|----------|----------|---------|----------|----------|---------|----------|
| Core Profit | (Btmn) | 8,021 | 9,918 | 9,560 | 6,037 | 7,736 | 10,639 | 11,948 | 13,413 |
| Depreciation and amortization | (Btmn) | 5,168 | 5,386 | 5,752 | 6,413 | 6,321 | 6,338 | 6,635 | 6,839 |
| Operating cash flow | (Btmn) | 10,933 | 14,804 | 14,546 | 11,681 | 14,561 | 16,079 | 17,756 | 19,475 |
| Investing cash flow | (Btmn) | (11,870) | (13,351) | 2,818 | 12,385 | (4,763) | (6,400) | (4,387) | (4,727) |
| Financing cash flow | (Btmn) | 1,811 | (1,511) | (17,701) | (9,096) | (18,531) | (17,367) | (9,325) | (12,817) |
| Net cash flow | (Btmn) | 874 | (58) | (337) | 14,970 | (8,733) | (7,688) | 4,044 | 1,931 |

Key Financial Ratios

| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
|-----------------------|------|------|------|------|-------|------|-------|-------|-------|
| Gross margin | (%) | 30.6 | 31.6 | 31.8 | 28.8 | 30.9 | 31.7 | 31.4 | 31.5 |
| Operating margin | (%) | 9.6 | 10.3 | 9.9 | 7.1 | 9.9 | 11.9 | 12.2 | 12.6 |
| EBITDA margin | (%) | 21.3 | 21.7 | 21.5 | 21.7 | 23.3 | 24.7 | 24.7 | 24.8 |
| EBIT margin | (%) | 19.2 | 15.7 | 24.9 | 16.9 | 15.8 | 18.4 | 18.7 | 19.1 |
| Net profit margin | (%) | 14.8 | 12.2 | 19.5 | 11.1 | 11.1 | 13.3 | 13.6 | 14.2 |
| ROE | (%) | 12.9 | 14.2 | 11.9 | 6.8 | 8.6 | 11.9 | 12.9 | 13.8 |
| ROA | (%) | 7.0 | 7.7 | 7.2 | 4.5 | 5.8 | 8.5 | 9.8 | 10.8 |
| Net D/E | (x) | 0.5 | 0.5 | 0.3 | (0.0) | 0.1 | 0.0 | (0.0) | (0.1) |
| Interest coverage | (x) | 10.1 | 14.8 | 19.4 | 17.2 | 24.2 | 31.6 | 36.2 | 61.0 |
| Debt service coverage | (x) | 5.1 | 1.1 | 2.9 | 15.3 | 4.5 | 31.6 | 36.2 | 61.0 |
| Payout Ratio | (%) | 54.6 | 54.3 | 55.8 | 120.0 | 90.1 | 74.7 | 66.5 | 59.2 |

Main Assumptions

| riam Assamptions | | | | | | | | | |
|------------------------|------|------|------|------|------|------|-------|-------|-------|
| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
| Revenue by nationality | | | | | | | | | |
| International | (%) | 30.0 | 30.0 | 30.0 | 21.0 | 18.0 | 20.5 | 25.4 | 27.8 |
| Thai | (%) | 70.0 | 70.0 | 70.0 | 79.0 | 82.0 | 79.5 | 74.6 | 72.2 |

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Financial statement

| Profit | and | Loss | Staten | nent |
|--------|-----|------|--------|------|
| | | | | |

| FY December 31 | Unit | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
|------------------------------------|------------------|---------------------------|-----------------------|--------------------------|-----------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Total revenue | (Btmn) | 13,080 | 16,071 | 17,134 | 15,311 | 16,443 | 18,873 | 20,914 | 22,165 |
| Cost of goods sold | (Btmn) | 9,853 | 11,169 | 12,315 | 11,051 | 11,762 | 13,125 | 13,525 | 14,451 |
| Gross profit | (Btmn) | 3,226 | 4,902 | 4,819 | 4,261 | 4,681 | 5,749 | 7,389 | 7,714 |
| SG&A | (Btmn) | 3,131 | 3,272 | 3,985 | 3,284 | 3,539 | 3,514 | 4,691 | 4,025 |
| Other income | (Btmn) | 914 | 923 | 3,394 | 983 | 992 | 1,297 | 978 | 1,007 |
| Interest expense | (Btmn) | 218 | 215 | 210 | 195 | 188 | 172 | 173 | 158 |
| Pre-tax profit | (Btmn) | 791 | 2,338 | 4,019 | 1,765 | 1,946 | 3,359 | 3,503 | 4,538 |
| Corporate tax | (Btmn) | 226 | 495 | 2,702 | 330 | 383 | 845 | 746 | 903 |
| Equity a/c profits | (Btmn) | (37) | 66 | 26 | 3 | 5 | 3 | 10 | 9 |
| Minority interests | (Btmn) | (71) | (122) | (120) | (99) | (116) | (208) | (131) | (201) |
| Core profit | (Btmn) | 458 | 1,787 | 1,224 | 1,339 | 1,452 | 2,309 | 2,636 | 3,443 |
| Extra-ordinary items | (Btmn) | 0 | 13 | 1,164 | 0 | 0 | 200 | 0 | 0 |
| Net Profit | (Btmn) | 458 | 1,801 | 2,388 | 1,339 | 1,452 | 2,509 | 2,636 | 3,443 |
| EBITDA | (Btmn) | 2,604 | 4,168 | 5,839 | 3,541 | 3,718 | 5,132 | 5,232 | 6,186 |
| Core EPS (Bt) | (Btmn) | 0.03 | 0.11 | 0.08 | 0.08 | 0.09 | 0.15 | 0.17 | 0.22 |
| Net EPS (Bt) | (Bt) | 0.03 | 0.11 | 0.15 | 0.08 | 0.09 | 0.16 | 0.17 | 0.22 |
| Balance Sheet | | | | | | | | | |
| FY December 31 | Unit | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
| Total current assets | (Btmn) | | | | | | | | |
| Total fixed assets | (Btmn) | 13,094 | 13,527 | 30,013 | 31,668 | 19,341 | 24,337 | 24,401 | 27,176 |
| Total assets | (Btmn) | 78,431 | 78,407 | 81,313 | 80,839 | 80,342 | 79,996 | 79,689 | 79,506 |
| Total loans | (Btmn) | 132,852 | 132,896 | 136,050 | 137,009 | 124,183 | 128,842 | 128,454 | 131,098 |
| Total current liabilities | (Btmn) | 27,409 12,494 | 25,601 13,967 | 20,701 11,220 | 20,677 | 15,670 | 15,595 | 15,672 | 13,096 18,887 |
| Total long-term liabilities | (Btmn) | 23,993 | 20,593 | 20,594 | 13,369 20,594 | 12,619 | 19,132 | 15,862 | |
| Total liabilities | (Btmn) | 48,443 | 46,543 | 44,588 | 44,168 | 15,595 38,525 | 15,595 44,328 | 15,596 40,689 | 13,096 39,802 |
| Paid-up capital | (Btmn) | 1,589 | 1,589 | 1,589 | 1,589 | 1,589 | 1,589 | 1,589 | 1,589 |
| Total equity | (Btmn) | 84,409 | 86,353 | 91,463 | 92,841 | 85,658 | 84,513 | 87,765 | 91,296 |
| BVPS (Bt) | (Bt) | 5.11 | 5.22 | 5.53 | 5.62 | 5.16 | 5.08 | 5.28 | 5.49 |
| | (50) | 3.11 | 3.22 | 3.33 | 3.02 | 5.10 | 3.00 | 5.20 | 3.49 |
| Cash Flow Statement FY December 31 | Unit | 2020 | 2020 | 4020 | 1021 | 2024 | 2024 | 4024 | 1022 |
| Core Profit | (Btmn) | 2Q20 458 | 3Q20 1,787 | 4Q20 1,224 | 1Q21 1,339 | 2Q21 1,452 | 3Q21 2,309 | 4Q21 2,636 | 1Q22 3,443 |
| Depreciation and amortization | (Btmn) | | • | • | • | • | • | • | • |
| Operating cash flow | (Btmn) | 1,595 1,235 | 1,615 3,514 | 1,610 3,943 | 1,581 4,008 | 1,584 | 1,600 3,238 | 1,556 5,198 | 1,490 5,147 |
| • | , , | • | | | • | 2,118 | | • | |
| Investing cash flow | (Btmn) | (1,237) | (927) | 16,653 | (1,102) | (593) | (1,712) | (1,355) | (2,145) |
| Financing cash flow Net cash flow | (Btmn) (Btmn) | (7,904) (7,905) | (1,936) 651 | (5,009) 15,587 | (206) 2,699 | (14,063) (12,538) | (157) 1,368 | (4,105) (262) | (2,636) 366 |
| | (20) | (1/200) | | 20,002 | _,000 | (==,555) | _, | (===) | |
| Key Financial Ratios | 112- | | | | | | | | |
| FY December 31 | Unit | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
| Gross margin | (%) | 24.7 | 30.5 | 28.1 | 27.8 | 28.5 | 30.5 | 35.3 | 34.8 |
| Operating margin | (%) | 0.7 | 10.1 | 4.9 | 6.4 | 6.9 | 11.8 | 12.9 | 16.6 |
| EBITDA margin | (%) | 18.6 | 24.5 | 18.9 | 21.7 | 21.3 | 25.4 | 23.9 | 26.7 |
| EBIT margin | (%) | 7.7 | 15.9 | 24.7 | 12.8 | 13.0 | 18.7 | 17.6 | 21.2 |
| Net profit margin | (%) | 3.5 | 11.2 | 13.9 | 8.7 | 8.8 | 13.3 | 12.6 | 15.5 |
| ROE | (%) | 7.3 | 7.5 | 6.8 | 6.1 | 6.6 | 8.0 | 8.6 | 15.0 |
| ROA Net D/F | (%) | 4.5 | 4.8 | 4.5 | 3.8 | 4.3 | 5.2 | 5.8 | 10.3 |
| INEL LIVE | (Y) | 0.3 | | | | | | | 0.0 |

Main Assumptions

Net D/E

Interest coverage Debt service coverage

| Main Assumptions | | | | | | | | | |
|------------------------|------|------|------|------|------|------|------|------|------|
| FY December 31 | Unit | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 |
| Revenue by nationality | | | | | | | | | |
| International | (%) | 18.0 | 17.0 | 17.0 | 19.0 | 18.0 | 17.0 | 18.0 | 22.0 |
| Thai | (%) | 82.0 | 83.0 | 83.0 | 81.0 | 82.0 | 83.0 | 82.0 | 78.0 |

0.2

19.4

2.8

(x)

(x)

0.3

11.9

2.4

(0.0) 27.8

24.7

(0.0) 18.2

4.2

0.1

19.8

4.5

0.1

29.7

5.4

0.1

30.3

5.4

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Figure 1: Project detail: BDMS Silver Wellness & Residence and BDMS Wellness Clinic

| | BDMS Wellness Clinic | BDMS Silver Wellness & Residence |
|-------------------------|-----------------------------------------------------------|----------------------------------------------------------------------------------------------------------|
| Announcement | Sep 2016 | May 2022 |
| Year of operations | Clinic: 4Q18 | Expect in 2029 (6.5 year for construction) |
| | Hotel: 2019 | |
| | | 2022-23: The conceptual design and compilation of EIA |
| | | 2024-28: Construction period in 2024-28 |
| | | 2027-28: BDMS plans to start the sales of residence |
| | | project. |
| Location | Nai Lert Park area on Wireless Road, Bangkok | Lang Suan Road (opposite Lumpini Park), Bangkok |
| Investment value | Bt12.8bn for; | Bt23.5bn for; |
| | () = ((((((((((((((((((| 4) = 10 4 = 1 |
| | 1) Bt10.8bn for land (~15 rais) and buildings (freehold). | 1) Bt9.145bn for land leasehold (~13 rais) with period of |
| | 2) Bt2.0bn for investment and development of assets for | 30 years and renewable of another 30 years. Lessor is |
| | the operations. | Crown Property Bureau. Leasehold period will start after |
| | | the end of construction period. |
| | | 2) Bt14.4bn for building constructions, medical equipment and other business operations of the projects. |
| Expected project areas | ~60,000 sq.m. | ~170,000 sq.m. |
| Facilities and services | 700,000 Sq.III. | ~170,000 Sq.III. |
| Clinic services | Regenerative Wellness Clinic | Wellness Center & Longevity Clinic |
| Cillic services | Musculoskeletal and Rehabilitation Clinic | Personalized Rehabilitation Center |
| | Preventive Cardiology Clinic | Wellness Living Center |
| | Dental Wellness Clinic | Lifespan Innovation Center |
| | Fertility and Women Wellness Clinic | Referral Network |
| | Aesthetic and Hair Wellness Clinic | |
| Hotel services | Mövenpick BDMS Wellness Resort Bangkok (280 rooms) | To be announced |
| Residence project | - | To be announced |

Source: Company data and SCBS Investment Research

Figure 2: BDMS Silver Wellness & Residence

Wellness Tower

Hotel & Serviced Apartment

Clinic

Plaza

Total investment of approx. THB 14,400 mm

Total project area approx. 170,000 sq.m.

Source: Company data and SCBS Investment Research

Figure 3: Among the wellness market, the wellness tourism growth is forecasted to be the strongest at 20% CAGR in 2020-25

| | CAGR in 2020-25 |
|------------------------------|-----------------|
| Wellness market | 9.9% |
| By segment | |
| Wellness tourism | 20.9% |
| Wellness real estate | 16.1% |
| Physical activities | 10.2% |
| Mental wellness | 9.8% |
| Personal care & beauty | 8.1% |
| Traditional medicine | 7.1% |
| Healthy eating & weight loss | 5.1% |
| Workspace wellness | 3.8% |

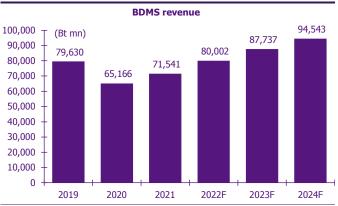
Source: Global Wellness Institute

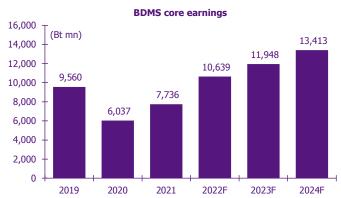
Fri, May 27, 2022 5

6

Figure 4: Revenue forecast

Figure 5: BDMS' earnings are on the uptrend with 2022's earnings to be above pre-COVID-19





Source: Company data and SCBS Investment Research

Source: Company data and SCBS Investment Research

Figure 6: Valuation summary (price as of May 26, 2022)

| | Rating | Price | Target | ETR | P/ | P/E (x) | | EPS growth (%) | | P/BV (x) | | ROE (%) | | | Div. Yield (%) | | | EV/EBITDA (x) | | | | |
|---------|------------|---------|---------|-------|-------|---------|------|----------------|--------|----------|-----|---------|-----|-----|----------------|-----|-----|---------------|-----|------|------|------|
| | | (Bt/Sh) | (Bt/Sh) | (%) | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F |
| BCH | Neutral | 18.60 | 24.0 | 32.8 | 6.8 | 13.3 | 25.6 | 442.3 | (49.0) | (48.2) | 3.6 | 3.1 | 3.0 | 62 | 23 | 11 | 4.3 | 3.8 | 2.0 | 4.7 | 8.3 | 12.9 |
| BDMS | Outperform | 26.00 | 30.0 | 17.3 | 53.4 | 38.8 | 34.6 | 26.9 | 37.5 | 12.3 | 4.9 | 4.8 | 4.6 | 9 | 12 | 13 | 1.7 | 1.9 | 1.9 | 23.8 | 19.7 | 17.7 |
| BH | Neutral | 173.50 | 162.0 | (4.8) | 112.4 | 55.0 | 42.8 | 2.2 | 104.5 | 28.4 | 8.0 | 8.0 | 7.7 | 7 | 14 | 18 | 1.8 | 1.8 | 1.8 | 88.8 | 30.8 | 25.4 |
| CHG | Neutral | 3.54 | 3.8 | 12.4 | 9.3 | 13.9 | 28.6 | 379.6 | (33.2) | (51.5) | 5.1 | 4.8 | 5.1 | 70 | 34 | 17 | 5.6 | 5.0 | 2.4 | 6.5 | 9.1 | 16.7 |
| RJH | Neutral | 35.50 | 34.0 | 1.8 | 10.5 | 13.3 | 24.1 | 145.3 | (20.8) | (44.8) | 5.4 | 5.0 | 4.8 | 58 | 39 | 20 | 7.6 | 6.0 | 3.3 | 7.8 | 9.2 | 14.1 |
| Average | | | | | 38.5 | 26.9 | 31.1 | 199.3 | 7.8 | (20.8) | 5.4 | 5.2 | 5.1 | 37 | 21 | 15 | 3.4 | 3.1 | 2.0 | 30.9 | 17.0 | 18.2 |

Source: SCBS Investment Research

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Fri, May 27, 2022



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Companies with Excellent CG Scoring

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Companies with Very Good CG Scoring

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COMPANIES WITH GOOD CG SCORING

Companies with Good CG Scoring

A, AI, AIE, AJ, AMC, APP, AQ, ARIN, AS, AU, B52, BEAUTY, BGT, BH, BIG, BLAND, BM, BROCK, BSBM, BSM, BYD*, CCP, CITY, CMO, CPT, CSR, EKH, EP, FMT, GLOCON*, GSC, HTECH, IHL, INGRS, JAK, JTS, KASET, KK, KWG, LEE, BTNC, CAZ, CGD, CMAN, CMR, CRANE, D, EMC, F&D, GIFT, GREEN, GTB, HUMAN, IIG, INOX, JR, JUBILE, KCM, KKC, KYE, LPH, MATI, M-CHAI, MCS, MDX, MJD, MORE, MUD, NC, NDR, NFC, NNCL, NOVA, NPK, NUSA, OCEAN, PAF, PF, PK, PLE, PPM, PRAKIT, PRAPAT, PRECHA, PTL, RCI², RJH, RP, RPH, RSP, SABUY, SF, SGP, SICT, SIMAT, SISB, SK, SMART, SOLAR, SPACK, SPG, SQ, SSP, STARK, STC, SUPER, SVOA, TC, TCCC, THMUI, TNH, TNR, TOPP, TPCH, TPIPP, TPLAS, TPOLY, TQR, TTI, TYCN, UKEM, UMS, UNIQ, UPA, UREKA, VIBHA, W, WIN, WORK, WPH, YGG, ZIGA

Corporate Governance Report

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2020 to 26 October 2021) is publicized.

- TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021
- ² RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021
- * บริษัทหรือกรรมการหรือผู้บริหารของบริษัททมีีข่าวด้านการกากับดูแลกิจการ เช่น การกระทาผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปขัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข่าวดังกล่าว ประกอบด้วย

Anti-corruption Progress Indicator Certified (ได้รับการรับรอง)

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Declared (ประกาศเจตนารมณ์)

AH, AJ, ALT, APCO, B52, BEC, CHG, CI, CPL, CPR, CPW, CRC, DDD, DHOUSE, DOHOME, ECF, EKH, ETC, EVER, FLOYD, III, ILM, INOX, JTS, KEX, KUMWEL, LDC, MAJOR, MEGA, NCAP, NOVA, NRF, NUSA, NYT, OR, PIMO, PLE, RS, SAK, SIS, STECH, STGT, SUPER, TKN, TMI, TQM, TSI, VARO, VCOM, VIBHA, WIN

3K-BAT, A, A5, AAV, ABICO, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, ALL, ALLA, ALPHAX, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASW, ATP30, AU, AUCT, BA, BBGI, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIOTEC, BIS, BIZ, BIC, BKD, BLAND, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CEYE, CGD, CHARAN, CHAYO, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CV, CWT, D, DCON, DITTO, DMT, DOD, DPAINT, DTCI, DVB, EASON, EE, EFORL, EMC, ESSO, F&D, FANCY, FMT, FN, FORTH, FTI, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HFT, HL, HPT, HTECH, HUMAN, HYDRO, ICN, IHL, IIG, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JCK, JCKH, JCT, JDF, JMART, JMT, JP, JUBILE, JWD, KAMART, KC, KCC, KCM, HTECH, HUMAN, HYDRO, ICN, IHL, IIG, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J. JAK, JAK, JCK, JCKH, JCT, JDF, JMART, JMT, JP, JUBILE, JWD, KAMART, KC, KCC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MENA, METCO, MGT, MICRO, MIDA, MITSIB, MJD, MK, ML, MODERN, MORE, MPIC, MUD, MVP, NC, NCH, NCL, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NPK, NSL, NTV, NV, NVD, OHTL, OISHI, ONEE, OSP, OTO, PACE, PACO, PAE, PAF, PEACE, PERM, PF, PICO, PIN, PJW, PLUS, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROUD, PSG, PTC, PTL, RAM, RBF, RCL, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, RT, S, S11, SA, SABUY, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAWANG, SCB, SCI, SCP, SDC, SE, SEAFCO, SECURE, SENAJ, SF, SFLEX, SFP, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SISB, SK, SKE, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVJ, SQ, SR, SSC, SSS, STANLY, STARK, STC, STEC, STHAI, STIT, STPI, SUC, SUN, SUTHA, SVH, SVOA, SVT, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCC, TCJ, TCOAT, TEAM, TEAMG, TFM, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITLE, TK, TKC, TM, TMC, TMW, TNDT, TMH, TNPC, TOA, TPAC, TPBI, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITN, TRT, TRUBB, TRV, TSE, TSF, TSR, TTI, TTM, TVT, TVY, TWYE, TVZC, TVGG WORLD, WP, WPH, XPG, YGG

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Fri, May 27, 2022