Bangkok Dusit Medical

Banakok Dusit Medical Services

Public Company Limited

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Earnings moved up in 4Q22F

BDMS share price is up 4% since the beginning of the year, beating SET's rise of 1%, reflecting market preference for earnings conviction plays. We expect the strong price performance to continue, spurred by the resiliency of its operations, with earnings to move up in 4Q22-2023 and potential growth of patients from China after that country reopened. We maintain our positive view on BDMS with a 3-month tactical call of Outperform (end-2023 DCF TP of Bt34/share).

Stronger international patient services. BDMS' revenue grew ~9% YoY from October-November, boosted by growing non-COVID-19 services for both Thai and international patients. BDMS guides that revenue from international patients in November moved above pre-COVID-19 level (from 94% of pre-COVID-19 level in 3Q22). We expect China's reopening, allowing its citizens to travel, will bring growing numbers of patients from China (1.6% of BDMS' 2019 revenue). Since 2020, BDMS has collaborated with Ping An Health Insurance Company of China, Ltd. (Ping An Health) which is a part of Ping An Insurance Group Company of China, Ltd., the largest insurance company in China, to provide exclusive health packages for Ping An Health members but COVID-19, which led China to close its doors. According to guidance given in 2020, BDMS expects revenue from patients from China to grow to 2-5% of revenue.

New businesses to enhance future growth. BDMS has actively expanded into non-hospital businesses as consumer healthcare behavior is changing after the COVID-19 pandemic. This includes digital health services and setting up the Genomic Center. It plans to expand these services to upper ASEAN in 2023 with an initial revenue target of Bt100mn. It also invested in BDMS Silver Wellness & Residence, a mixed-use project (clinic, hotel and residential) for the wellness business, expected to start operations in 2029. Although non-hospital activities are still small at 4-5% of revenue, BDMS sees growth opportunities from broadening its scope of services and expects revenue from non-hospital businesses to reach 20% of revenue in the future.

Earnings uptrend in 4Q22. Healthy 12% earnings growth in 2023. We estimate 4Q22 core earnings of Bt2.9bn, up 9% YoY but down 15% QoQ on seasonal yearend expenses and lower revenue from COVID-19 services (it will release results on February 22). Based on our 4Q22 preview, 2022F should be in line with our forecast to end above pre-COVID-19 level at Bt12bn in 2022 and continue to grow 12% YoY in 2023, the strongest growth in the sector.

Risks. Unpredictable events that will interrupt patient traffic, intense competition, workforce shortage and regulatory risk.

Forecasts and valuation

Year to 31 Dec	Unit	2020	2021	2022F	2023F	2024F
Revenue	(Btmn)	65,166	71,541	87,165	92,867	99,508
EBITDA	(Btmn)	14,982	17,622	22,782	25,072	26,988
Core profit	(Btmn)	6,037	7,736	12,220	13,733	15,066
Reported profit	(Btmn)	7,214	7,936	12,220	13,733	15,066
Core EPS	(Bt)	0.38	0.49	0.77	0.86	0.95
DPS	(Bt)	0.55	0.45	0.50	0.50	0.50
P/E, core	(x)	78.9	62.1	39.3	35.0	31.9
EPS growth, core	(%)	(36.9)	26.9	58.0	12.4	9.7
P/BV, core	(x)	5.4	5.7	5.5	5.1	4.8
ROE	(%)	6.8	8.6	13.6	14.4	14.8
Dividend yield	(%)	1.8	1.5	1.7	1.7	1.7
FCF yield	(x)	5.1	0.0	2.2	3.1	3.4
EV/EBIT	(x)	43.3	43.1	29.3	25.7	23.1
EBIT growth, core	(%)	(44.4)	2.8	45.5	12.1	9.2
EV/CE	(x)	4.5	4.6	4.5	4.5	4.5
ROCE	(%)	3.0	5.3	8.7	10.1	11.3
EV/EBITDA	(x)	31.8	27.6	21.1	18.9	17.3
EBITDA growth	(%)	(16.9)	17.6	29.3	10.1	7.6

Source: InnovestX Research

Tactical: OUTPERFORM

(3-month) Stock data

Last close (Jan 11) (Bt)	30.25
Target price (Bt)	34.00
Mkt cap (Btbn)	480.73
Mkt cap (US\$mn)	14,419
Beta	L
Mkt cap (%) SET	2.32
Sector % SET	5.03
Shares issued (mn)	15,892
Par value (Bt)	0.10
12-m high / low (Bt)	32 / 21.5
Avg. daily 6m (US\$mn)	38.65

25 / 22 68.3

≥ 50

1

2022 Sustainability / 2021 l	ESG Score
Sustainability Index (THSI)	Included
ESG Bloomberg Score	57.69
Environmental Score	52.31
Social Score	37.06
Governance Score	83.59
Source: Bloomhera Finance I P	

Share performance					
(%)	1M	3M	12M		
Absolute	7.1	3.4	33.8		
Relative to SET	3.1	(4.2)	33.3		

Source: SET, InnovestX Research

Foreign limit / actual (%)

Free float (%)

Dividend policy (%)

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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 (wellness business) to curative and rehabilitative.

Business outlook

We forecast continued improvement in earnings with 58% growth in 2022 to Bt12bn, above pre-COVID-19 level, and 12% growth in 2023 to Bt13.7bn with more Thai patients coming for care after COVID-19 eased and improving international patient services that will offset the fading COVID-19 services. Excluding the COVID-19 services in 2022, BDMS targets revenue growth at 10-12% p.a. in 2023-25. BDMS is strengthening its Thai patient base, mainly middle incomers, by collaborating with insurance companies to provide exclusive health insurance policies. Besides the bed expansion, BDMS has actively expanded into non-hospital businesses including digital health services, setting up the Genomic Center, and investing in BDMS Silver Wellness & Residence, a mixed-use project (clinic, hotel and residential) for the wellness business. Although the non-hospital businesses are still small at 4-5% of revenue, BDMS sees future growth opportunities from broadening its scope of services and expects revenue from non-hospital businesses to reach 20% of revenue in the future.

Bullish views	Bearish views
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1. Sound fundamentals, providing the entire spectrum of 1. Concern about competition. healthcare, from preventive (wellness business) to curative and rehabilitative.

2. Collaboration with Pina An Health Insurance Company of China, Ltd. (Ping An Health) which is a part of Ping An Insurance Group Company of China, Ltd., the largest insurance company in China.

Key catalysts

Factor	Event	Impact	Comment
Near-term earnings outlook	4Q22F earnings momentum	+YoY and -QoQ	We estimate 4Q22 core earnings of Bt2.9bn, up 9% YoY but down 15% QoQ on seasonal year-end expenses and lower revenue from COVID-19 services.
Near-term earnings outlook	1Q23F earnings momentum	+YoY and +QoQ	We estimate BDMS core earnings to grow YoY and QoQ boosted by growing non-COVID-19 and international patient services.
Factors to be aware of i 2023	n Easing travel restrictions	Positive impact	The removal of travel restrictions will encourage more fly-in and medical tourism patients to come to Thailand.

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

Thu, Jan 12, 2023



ESG Disclosure Score

Bloomberg ESG Score	57.69 (2021)
Rank in Sector	1/23

	CG Rating 0-5	DJSI	SETTHSI	THSI
BDMS	5	Yes	Yes	Yes

Source: Thai Institute of Directors (IOD), SET

Environmental Issue (E)

- BDMS subsidiaries participated in Care the Bear project hosted by The Stock Exchange of Thailand (SET) in 2021 to mitigate climate change from business activities.
- In 2021, BDMS delivered 802,007.04 kgCO2eq greenhouse gas reduction, equivalent to the annual greenhouse gas absorption by 89,119 trees. This was improved from 2020's 5,039.30 kgCO2eq greenhouse gas reduction, equivalent to the annual greenhouse gas absorption by 560 trees.
- 76% of network hospital medical laboratories were certified ISO 15190:2003 covering hazardous and non-hazardous waste and chemical management.

Social Issue (S)

- Bt65.63mn social contribution value through CSR projects.
- BDMS has introduced projects to improve physician engagement and continuously surveys physician engagement in several parameters to ensure physician willingness to perform duties with dedication and engagement. Its physician engagement level is 83.76% against its target of 83%.
- BDMS does an annual engagement survey of all staff. This shows 82% of employee engagement in BDMS (excluding physicians), above target of 75%.

Governance Issue (G)

- There are 18 directors in total, consisting of 8 executive directors (44.44% of all directors), 2 non-executive directors (11.11% of all directors) and 8 independent directors (44.44% of all directors) that is not less one-third (1/3) of the Board of Directors.
- The chairman is an independent director.
- Major shareholders control ~20% of total issued and paid-up shares.

EGS Disclosure Score		
	2020	2021
ESG Disclosure Score	57.69	57.69
Environment	52.31	52.31
Emissions Reduction Initiatives	No	No
Climate Change Policy	Yes	Yes
GHG Scope 1 ('000 metric tonnes)	35.41	8.67
GHG Scope 2 Location-Based ('000 metric tonnes)	94.50	95.94
Energy Efficiency Policy	Yes	Yes
Total Energy Consumption ('000 metric tonnes)	146.91	193.80
Waste Reduction Policy	Yes	Yes
Total Waste ('000 metric tonnes)	5.43	9.05
Water Policy	Yes	Yes
Total Water Withdrawal ('000 cubic meters)	1,729.44	2,406.97
Social	37.06	37.06
Human Rights Policy	Yes	Yes
Consumer Data Protection Policy	Yes	Yes
Pct Women in Workforce (%)	81.60	82.63
Lost Time Incident Rate - Employees (per 100 employees)	0.01	0.00
Number of Employees - CSR (persons)	36,254	36,344
Total Hours Spent by Firm - Employee Training (hours)	476,816	437,209
Governance	83.59	83.59
Size of the Board (persons)	16	18
Board Meeting Attendance Pct (%)	98	97
Number of Independent Directors (persons)	7	7
% Independent directors to total board members	44	39
Board Duration (Years)	3	3
Source: Bloomberg Finance L.P.		

Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance such as energy consumption, board composition, and workforce accidents.

Company ESG reporting has evolved since our ESG Disclosure Score was originally created in 2010. In order to reflect the evolution in corporate reporting, in early 2022 Bloomberg updated its ESG disclosure scores methodology. The methodology changes were implemented for all years of data for all companies in the ESG Coverage universe.

To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg.



Financial statement

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	87,165	92,867	99,508
Cost of goods sold	(Btmn)	47,975	51,546	54,277	46,371	49,462	58,916	63,313	67,328
Gross profit	(Btmn)	21,148	23,784	25,354	18,795	22,079	28,248	29,554	32,180
SG&A	(Btmn)	14,488	15,998	17,447	14,161	15,029	16,860	16,512	17,524
Other income	(Btmn)	4,402	4,803	11,882	5,187	4,050	5,056	5,386	5,473
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	15,779	17,791	19,721
Corporate tax	(Btmn)	2,564	2,740	3,873	2,751	2,103	2,998	3,380	3,944
Equity a/c profits	(Btmn)	1,417	1,690	1,022	273	21	40	44	46
Minority interests	(Btmn)	(359)	(456)	(492)	(435)	(554)	(601)	(721)	(757)
Core profit	(Btmn)	8,021	9,918	9,560	6,037	7,736	12,220	13,733	15,066
Extra-ordinary items	(Btmn)	2,195	(727)	5,957	1,177	200	0	0	0
Net Profit	(Btmn)	10,216	9,191	15,517	7,214	7,936	12,220	13,733	15,066
EBITDA	(Btmn)	15,544	17,249	18,032	14,982	17,622	22,782	25,072	26,988
Core EPS (Bt)	(Btmn)	0.52	0.64	0.61	0.38	0.49	0.77	0.86	0.95
Net EPS (Bt)	(Bt)	0.66	0.59	0.99	0.46	0.50	0.77	0.86	0.95
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	17,932	24,480	28,732
Total fixed assets	(Btmn)	71,559	74,496	78,440	81,313	79,689	80,706	79,487	78,385
Total assets	(Btmn)	122,627	133,499	133,662	136,050	128,454	122,529	127,387	130,066
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	11,546	11,995	12,426
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	30,372	29,322	24,756
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	92,157	98,065	105,310
BVPS (Bt)	(Bt)	4.07	4.50	5.33	5.59	5.28	5.54	5.91	6.36
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Cash Flow Statement		2017	2010	2010	2222	2224	2222		222.15
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	12,220	13,733	15,066
Depreciation and amortization	(Btmn)	5,168	5,386	5,752	6,413	6,321	6,338	6,643	6,859
Operating cash flow	(Btmn)	10,933	14,804	14,546	11,681	14,561	17,148	19,700	21,133
Investing cash flow	(Btmn)	(11,870)	(13,351)	2,818	12,385	(4,763)	(6,573)	(4,643)	(4,975)
Financing cash flow Net cash flow	(Btmn) (Btmn)	1,811 874	(1,511) (58)	(17,701) (337)	(9,096) 14,970	(18,531)	(17,367) (6,792)	(9,325) 5,732	(12,817) 3,340
Net cush now	(Billill)	0/4	(30)	(337)	14,570	(8,733)	(0,792)	3,732	3,340
Key Financial Ratios									
FY December 31									
FI December 31	Heit	2017	2010	2010	2020	2021	20225	20275	20245
	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Gross margin	(%)	30.6	31.6	31.8	28.8	30.9	32.4	31.8	32.3
Gross margin Operating margin	(%) (%)	30.6 9.6	31.6 10.3	31.8 9.9	28.8 7.1	30.9 9.9	32.4 13.1	31.8 14.0	32.3 14.7
Gross margin Operating margin EBITDA margin	(%) (%) (%)	30.6 9.6 21.3	31.6 10.3 21.7	31.8 9.9 21.5	28.8 7.1 21.7	30.9 9.9 23.3	32.4 13.1 24.7	31.8 14.0 25.5	32.3 14.7 25.7
Gross margin Operating margin EBITDA margin EBIT margin	(%) (%) (%) (%)	30.6 9.6 21.3 19.2	31.6 10.3 21.7 15.7	31.8 9.9 21.5 24.9	28.8 7.1 21.7 16.9	30.9 9.9 23.3 15.8	32.4 13.1 24.7 18.9	31.8 14.0 25.5 19.8	32.3 14.7 25.7 20.2
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin	(%) (%) (%) (%) (%)	30.6 9.6 21.3 19.2 14.8	31.6 10.3 21.7 15.7 12.2	31.8 9.9 21.5 24.9 19.5	28.8 7.1 21.7 16.9 11.1	30.9 9.9 23.3 15.8 11.1	32.4 13.1 24.7 18.9 14.0	31.8 14.0 25.5 19.8 14.8	32.3 14.7 25.7 20.2 15.1
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE	(%) (%) (%) (%) (%) (%)	30.6 9.6 21.3 19.2 14.8 12.9	31.6 10.3 21.7 15.7 12.2 14.2	31.8 9.9 21.5 24.9 19.5 11.9	28.8 7.1 21.7 16.9 11.1 6.8	30.9 9.9 23.3 15.8 11.1 8.6	32.4 13.1 24.7 18.9 14.0 13.6	31.8 14.0 25.5 19.8 14.8	32.3 14.7 25.7 20.2 15.1 14.8
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA	(%) (%) (%) (%) (%) (%) (%)	30.6 9.6 21.3 19.2 14.8 12.9 7.0	31.6 10.3 21.7 15.7 12.2 14.2 7.7	31.8 9.9 21.5 24.9 19.5 11.9	28.8 7.1 21.7 16.9 11.1 6.8 4.5	30.9 9.9 23.3 15.8 11.1 8.6 5.8	32.4 13.1 24.7 18.9 14.0 13.6 9.7	31.8 14.0 25.5 19.8 14.8 14.4	32.3 14.7 25.7 20.2 15.1 14.8 11.7
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE	(%) (%) (%) (%) (%) (%) (%) (%) (%)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0)	30.9 9.9 23.3 15.8 11.1 8.6 5.8	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1)	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1)
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage	(%) (%) (%) (%) (%) (%) (%) (%) (%) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage	(%) (%) (%) (%) (%) (%) (%) (%) (%) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0)	30.9 9.9 23.3 15.8 11.1 8.6 5.8	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1)	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1 66.1
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage	(%) (%) (%) (%) (%) (%) (%) (%) (%) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5 10.1	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5 14.8	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4 2.9	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2 15.3	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2 4.5	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3 39.3	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage	(%) (%) (%) (%) (%) (%) (%) (%) (%) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5 10.1	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5 14.8	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4 2.9	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2 15.3	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3 39.3	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio	(%) (%) (%) (%) (%) (%) (%) (%) (%) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5 10.1	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5 14.8	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4 2.9	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2 15.3	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3 39.3	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio	(%) (%) (%) (%) (%) (%) (%) (%) (X) (X) (X) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5 10.1 5.1	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5 14.8 1.1	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4 2.9 55.8	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2 15.3	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2 4.5 90.1	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3 34.3 65.0	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3 39.3 57.9	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1 66.1 52.7
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31	(%) (%) (%) (%) (%) (%) (%) (%) (X) (X) (X) (X) (X)	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5 10.1 5.1	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5 14.8 1.1	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4 2.9 55.8	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2 15.3	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2 4.5 90.1	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3 34.3 65.0	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3 39.3 57.9	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1 66.1 52.7
Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31 Revenue by nationality	(%) (%) (%) (%) (%) (%) (%) (X) (X) (X) (X) (M) (M) (M) (M) (M) (M) (M) (M) (M) (M	30.6 9.6 21.3 19.2 14.8 12.9 7.0 0.5 10.1 51 55	31.6 10.3 21.7 15.7 12.2 14.2 7.7 0.5 14.8 1.1 54	31.8 9.9 21.5 24.9 19.5 11.9 7.2 0.3 19.4 2.9 55.8	28.8 7.1 21.7 16.9 11.1 6.8 4.5 (0.0) 17.2 15.3 120.0	30.9 9.9 23.3 15.8 11.1 8.6 5.8 0.1 24.2 4.5 90.1	32.4 13.1 24.7 18.9 14.0 13.6 9.7 0.0 34.3 34.3 65.0	31.8 14.0 25.5 19.8 14.8 14.4 11.0 (0.1) 39.3 39.3 57.9	32.3 14.7 25.7 20.2 15.1 14.8 11.7 (0.1) 66.1 66.1 52.7

Thu, Jan 12, 2023



Financial statement

Drofit	and	Loce	Statement	٠

FY December 31	Unit	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Total revenue	(Btmn)	17,134	15,311	16,443	18,873	20,914	22,165	20,976	22,825
Cost of goods sold	(Btmn)	12,315	11,051	11,762	13,125	13,525	14,451	14,147	14,979
Gross profit	(Btmn)	4,819	4,261	4,681	5,749	7,389	7,714	6,829	7,846
SG&A	(Btmn)	3,985	3,284	3,539	3,514	4,691	4,025	4,200	4,496
Other income	(Btmn)	3,394	983	992	1,297	978	1,007	1,030	1,179
Interest expense	(Btmn)	210	195	188	172	173	158	151	154
Pre-tax profit	(Btmn)	4,019	1,765	1,946	3,359	3,503	4,538	3,508	4,374
Corporate tax	(Btmn)	2,702	330	383	845	746	903	695	824
Equity a/c profits	(Btmn)	26	3	5	3	10	9	7	16
Minority interests	(Btmn)	(120)	(99)	(116)	(208)	(131)	(201)	(155)	(181)
Core profit	(Btmn)	1,224	1,339	1,452	2,309	2,636	3,443	2,664	3,386
Extra-ordinary items	(Btmn)	1,164	0	0	200	0	0	0	0
Net Profit	(Btmn)	2,388	1,339	1,452	2,509	2,636	3,443	2,664	3,386
EBITDA	(Btmn)	5,839	3,541	3,718	5,132	5,232	6,186	5,144	6,018
Core EPS (Bt)	(Btmn)	0.08	0.08	0.09	0.15	0.17	0.22	0.17	0.21
Net EPS (Bt)	(Bt)	0.15	0.08	0.09	0.16	0.17	0.22	0.17	0.21

Balance Sheet

FY December 31	Unit	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	
Total current assets	(Btmn)	30,013	31,668	19,341	24,337	24,401	27,176	30,255	27,074	
Total fixed assets	(Btmn)	81,313	80,839	80,342	79,996	79,689	79,506	79,190	79,490	
Total assets	(Btmn)	136,050	137,009	124,183	128,842	128,454	131,098	133,780	133,875	
Total loans	(Btmn)	20,701	20,677	15,670	15,595	15,672	13,096	16,097	15,997	
Total current liabilities	(Btmn)	11,220	13,369	12,619	19,132	15,862	18,887	22,801 13,097	22,966	
Total long-term liabilities	(Btmn)	20,594	20,594	15,595	15,595	15,596	13,096		13,497	
Total liabilities	(Btmn)	44,588	44,168	38,525	44,328	40,689	39,802	42,817	43,586	
Paid-up capital	(Btmn)	1,589	1,589	1,589	1,589	1,589	1,589	1,589	1,589	
Total equity	(Btmn)	91,463	92,841	85,658	84,513	87,765	91,296	90,962	90,289	
BVPS (Bt)	(Bt)	5.53	5.62	5.16	5.08	5.28	5.49	5.47	5.41	

Cash Flow Statement

FY December 31	Unit	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Core Profit	(Btmn)	1,224	1,339	1,452	2,309	2,636	3,443	2,664	3,386
Depreciation and amortization	(Btmn)	1,610	1,581	1,584	1,600	1,556	1,490	1,486	1,490
Operating cash flow	(Btmn)	3,943	4,008	2,118	3,238	5,198	5,147	4,382	3,660
Investing cash flow	(Btmn)	16,653	(1,102)	(593)	(1,712)	(1,355)	(2,145)	(1,256)	(1,966)
Financing cash flow	(Btmn)	(5,009)	(206)	(14,063)	(157)	(4,105)	(2,636)	(547)	(4,980)
Net cash flow	(Btmn)	15,587	2,699	(12,538)	1,368	(262)	366	2,579	(3,285)

Key Financial Ratios

FY December 31	Unit	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Gross margin	(%)	28.1	27.8	28.5	30.5	35.3	34.8	32.6	34.4
Operating margin	(%)	4.9	6.4	6.9	11.8	12.9	16.6	12.5	14.7
EBITDA margin	(%)	18.9	21.7	21.3	25.4	23.9	26.7	23.4	25.1
EBIT margin	(%)	24.7	12.8	13.0	18.7	17.6	21.2	17.4	19.8
Net profit margin	(%)	13.9	8.7	8.8	13.3	12.6	15.5	12.7	14.8
ROE	(%)	6.8	6.1	6.6	8.0	8.6	15.0	13.8	14.5
ROA	(%)	4.5	3.8	4.3	5.2	5.8	10.3	9.5	9.6
Net D/E	(x)	(0.0)	(0.0)	0.1	0.1	0.1	0.0	0.1	0.1
Interest coverage	(x)	27.8	18.2	19.8	29.7	30.3	39.1	34.0	39.1
Debt service coverage	(x)	24.7	4.2	4.5	5.4	5.4	4.7	2.2	3.0

Main Assumptions

FY December 31	Unit	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Revenue by nationality									
International	(%)	17.0	19.0	18.0	17.0	18.0	22.0	24.0	24.0
Thai	(%)	83.0	81.0	82.0	83.0	82.0	78.0	76.0	76.0



Figure 1: BDMS' revenue estimate in 4Q22

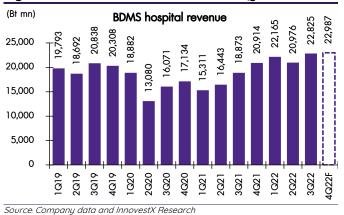


Figure 2: BDMS' earnings estimate in 4Q22

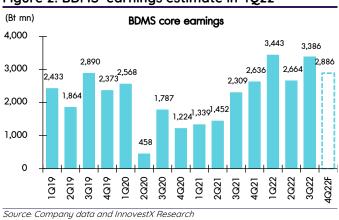
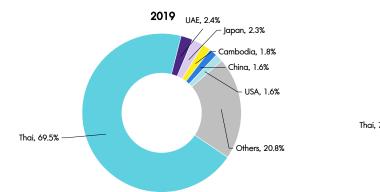
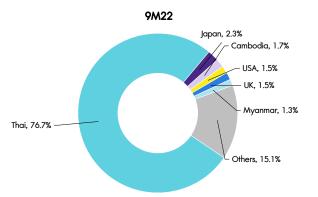


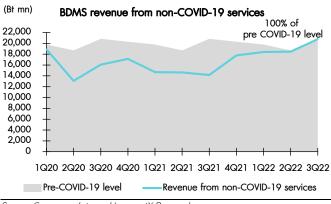
Figure 3: BDMS' revenue breakdown in 2019 vs. 9M22

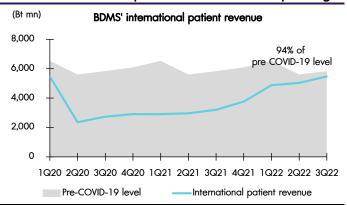




Source: Company data and InnovestX Research

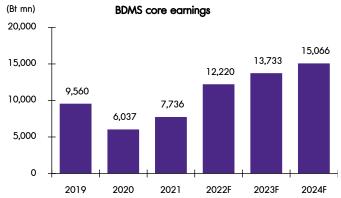
Figure 4: Non-COVID-19 services have recovered to pre-COVID-19 level. Int'l patient services are improving.





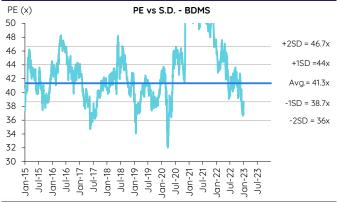
Source: Company data and InnovestX Research

Figure 5: BDMS earnings forecast



Source: Company data and InnovestX Research

Figure 6: BDMS PE band



Source: SET and InnovestX Research *Data for PE band is 2015-19

Thu, Jan 12, 2023



Figure 7: Valuation summary (price as of Jan 11, 2023)

	Rating	Price	Target	ETR	P/E (x)		EPS growth (%)		P/BV (x)		ROE (%)		6)	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	21.80	24.0	13.0	7.9	13.3	30.0	442.3	(40.5)	(55.6)	4.2	3.7	3.5	62	27	11	3.7	2.9	1.7	5.5	10.4	15.5
BDMS	Outperform	30.25	34.0	14.0	62.1	39.3	35.0	26.9	58.0	12.4	5.7	5.5	5.1	9	14	14	1.5	1.7	1.7	27.6	21.1	18.9
BH	Neutral	221.00	200.0	(8.1)	143.2	35.8	33.0	2.2	300.3	8.6	10.2	9.0	7.8	7	26	25	1.4	1.4	1.4	113.3	23.4	21.2
CHG	Neutral	3.88	4.0	7.7	10.2	15.2	31.2	379.6	(33.2)	(51.3)	5.6	5.2	5.6	70	34	17	5.2	4.6	2.2	7.1	10.0	18.3
RJH	Neutral	31.50	35.0	20.4	9.3	8.6	23.3	145.3	8.1	(62.9)	4.8	4.3	4.2	58	53	18	8.6	9.3	3.4	7.0	6.5	13.9
Average					46.6	22.5	30.5	199.3	58.5	(29.8)	6.4	5.8	5.5	37	25	17	2.9	2.7	1.8	38.4	16.2	18.5

Source: InnovestX Research

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Corporate Governance Report

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

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 2021 to 27 October 2022) is publicized.

* บริษัทหรือกรรมการหรือผู้บริหารของบริษัทที่มีข่าวด้านการกำกับดูแลกิจการ เช่น การกระทำผิดเกี่ยวกับหลักทรัพย์ การกุจริต คอร์รัปซัน เป็นต้น ซึ่งการใช้ซ้อมูล CGR ควรตระหนักถึงซ่าวดังกล่าวประกอบด้วย

Anti-corruption Progress Indicator

Certified (ได้รับการรับรอง)

2S, 7UP, ADVANC, AF, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BEB, BEC, BEYOND, BGC, BGRIM, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, COTTO, CPALL, CPF, CPI, CPI, CPN, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DRT, DTAC, DUSIT, EA, EASTW, EGCO, EP, EPG, ERW, ESTAR, ETE, FE, FNS, FPI, FPT, FSMATI, FSS, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HEMP, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, JR, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAJOR, MAKRO, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NBC, NEP, NINE, NKI, NOBLE, NOK, NSI, NWR, OCC, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, RWI, S&J, SAAM, SABINA, SAPPE, SAT, SC, SCB, SCC, SCCG, SCGP, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMILL, TMT, TNITY, TNL, TNP, TNR, TOGP, TOPP, TPA, TPCS, TPP, TRU, TRUE, TSC, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVI, TVO, TWPC, U, UBE, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนารมณ์)

AH, ALT, APCO, ASW, B52, CHG, CI, CPR, CPW, DDD, DHOUSE, DOHOME, ECF, EKH, ETC, EVER, FLOYD, GLOBAL, ILM, INOX, J, JMART, JMT, JTS, KEX, KUMWEL, LDC, MEGA, NCAP, NOVA, NRF, NUSA, OR, PIMO, PLE, RS, SAK, SIS, SSS, STECH, SUPER, SVT, TKN, TMD, TMI, TQM, TRT, TSI, VARO, VCOM, VIBHA, W, WIN

N/A

Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of July 7, 2022) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.