



Bangkok Dusit Medical Services

(BDMS.BK/BDMS TB)*

Outperform • Maintained

Price as of 2 Jun 2023	28.00
12M target price (Bt/shr)	36.50
Unchanged/Revised up(down)(%)	Unchanged
Upside/downside (%)	30.4

Key messages

เรามองบวกกับเครือข่ายโรงพยาบาลของ BDMS หลังจากที่ได้ไป site visit ที่ BRH และ BRC ในจังหวัดระยอง ทั้งนี้ตามโครงสร้างของเครือ BDMS โรงพยาบาลสองแห่งนี้อยู่ในกลุ่ม 3 ตั้งอยู่ในจังหวัดภาคตะวันออก และมีเครือข่ายโรงพยาบาล 4 แห่งในจังหวัดระยอง เราคาดว่าผลการดำเนินงานโดยรวมของ BDMS จะดีขึ้นอย่างต่อเนื่องในช่วงที่เหลือของปี 2566F และ 2567F ดังนั้น เราจึงยังคงคำแนะนำซื้อ และประเมินราคาเป้าหมาย DCF ปี 2566 ที่ 36.50 บาท โดยเรายังคงเลือก BDMS เป็นหุ้นเด่นของเราในกลุ่มโรงพยาบาล

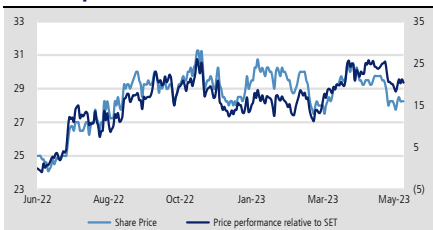
Trading data

Mkt cap (Btbn/US\$m)	445/12,842		
Outstanding shares (mn)	15,892		
Foreign ownership (mn)	3,546		
3M avg. daily trading (mn)	41		
52-week trading range (Bt)	24.1-31.3		
Performance (%)	3M	6M	12M
Absolute	0.9	(2.6)	8.7
Relative	5.9	4.4	16.9

Quarterly EPS

Bt	Q1	Q2	Q3	Q4
2020	0.16	0.03	0.11	0.15
2021	0.08	0.09	0.16	0.17
2022	0.22	0.17	0.21	0.20
2023	0.22			

Share price chart



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เครือข่ายโรงพยาบาลจะเป็นอีกหนึ่งปัจจัยขับเคลื่อนสำคัญ

Event

เยี่ยมชม (site visit) โรงพยาบาลกรุงเทพระยอง (BRH) และ โรงพยาบาลมະเร็งกรุงเทพระยอง (BRC)

Impact

ประเด็นสำคัญที่ได้จากการไป site visit

เรามองบวกกับเครือข่ายโรงพยาบาลของ BDMS หลังจากที่ได้ไป site visit ที่ BRH และ BRC ในจังหวัดระยอง โดยโรงพยาบาลสองแห่งนี้อยู่ในกลุ่ม 3 (Figure 12) ของกลุ่ม BDMS ซึ่งตั้งอยู่ในภาคตะวันออก และมีเครือข่ายโรงพยาบาล 4 แห่งในจังหวัดระยอง โดย BDMS ถือหุ้น 100% ใน BRH ซึ่งเป็นโรงพยาบาลศูนย์ COE ซึ่งจดทะเบียนตั้งแต่วันที่ 13 สิงหาคม 2545 นอกจากนี้ BDMS ยังมองเห็นศักยภาพการเติบโตของ BRH ที่จะได้แรงสนับสนุนจากโรงพยาบาลอื่น ๆ (BRC, โรงพยาบาลกรุงเทพปลวกแดง, โรงพยาบาลศรีระยอง และคลินิกกรุงเทพระยอง) ในจังหวัดระยอง ทั้งนี้ BRH ตั้งเป้ารายได้รวมไว้ที่ 5 พันล้านบาทในปี 2568 ขณะที่มีส่วนรายได้ 3.6% ของรายได้ทั้งเครือในปี 2565 ที่ผ่านมา ซึ่งนอกจาก platform โรงพยาบาลที่แข็งแกร่งของ BRH แล้ว เครือข่ายโรงพยาบาลยังจะช่วยหนุนผลการดำเนินงานของทั้งเครือผ่านศูนย์มะเร็งของ BRC และการรักษาที่มีความซับซ้อนของโรงพยาบาลวิมโนสธ ซึ่งเชี่ยวชาญด้านการรักษาโรคมะเร็งที่สำนักงานใหญ่ของ BDMS อิงไปกว่านั้น โรงพยาบาลกรุงเทพปลวกแดงยังมีกำหนดเปิดบริการใน 3Q66 โดยในเฟสแรกจะมี 59 เตียง (จากทั้งหมด 180 เตียงตามโครงสร้าง) โรงพยาบาลแห่งนี้จะให้บริการตติยภูมิ (tertiary care) ที่หลากหลาย (ได้แก่ แผลบาดเจ็บ, ศัลยกรรม, กระจก, อาชีวอนามัย, กุมารเวช, ตาหูคอจมูก และ Wellness) แต่ที่สำคัญกว่านั้น คือปลวกแดงเป็นสถานที่ที่มีอัตราการเกิดอุบัติเหตุทางถนนสูงที่สุดในประเทศไทย

ผลประกอบการมีแนวโน้มเป็นบวกต่อเนื่อง

เราคาดว่า ผลการดำเนินงานโดยรวมของ BDMS จะดีขึ้นอย่างต่อเนื่องในช่วงที่เหลือของปีนี้ จากการที่ผู้ป่วยทั้งชาวไทยและต่างชาติกลับมาใช้บริการ เนื่องจาก i) สถานการณ์ COVID-19 ดีขึ้น ii) มี platform การรักษาพยาบาลที่แข็งแกร่งโดยมีการใช้นวัตกรรม และ iii) การขยายบริการเวชศาสตร์ป้องกัน (preventive care) ทั้งนี้ เรายังคงประมาณการรายได้ปี 2566F ที่ 9.52 หมื่นล้านบาท (+7.6% YoY) ในขณะที่ค่าตัวกำไรสุทธิจะอยู่ที่ 1.39 หมื่นล้านบาท (+10.6% YoY)

มีแนวโน้มดีขึ้นในระยะยาว

สำหรับในระยะต่อไปเรามองบวกกับแนวโน้มผลประกอบการ และคาดว่ารายได้จะแตะ 1 แสนล้านบาทในปี 2567F เราชอบ platform ของบริษัทที่พร้อมจะเก็บเกี่ยวอานิสงส์จากแนวโน้มสังคมสูงวัยในประเทศไทย นอกจากนี้ BDMS ยังมีการขยายธุรกิจเพิ่มเติมอีกหลายประเภทในด้านเวชศาสตร์ป้องกัน ได้แก่ BDMS Wellness Clinic, Genomic Center และ National Cancer Center Japan ซึ่งจะช่วยขับเคลื่อนกำไรในอีกสองสามปีข้างหน้า

Valuation & Action

เรายังคงคำแนะนำซื้อ และประเมินราคาเป้าหมาย DCF ปี 2566 ที่ 36.50 บาท (ใช้ WACC ที่ 8.0% และ TG ที่ 3.0%) เรายังคงเลือก BDMS เป็นหุ้นเด่นของเราในกลุ่มนี้

Risks

COVID-19 ระบาด, ปัญหาเสถียรภาพทางการเมืองไทยรอบใหม่, เกิดเหตุก่อการร้ายครั้งใหญ่

Key financials and valuations

	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
Revenue (Bt mn)	65,166	71,541	88,535	95,236	100,936
Gross profit (Bt mn)	18,795	22,044	30,205	33,296	35,290
Operating profit (Bt mn)	4,634	7,051	12,551	13,886	14,716
Core profit (Bt mn)	4,785	7,936	12,606	13,944	14,838
Core EPS (Bt)	0.30	0.50	0.79	0.88	0.93
Core EPS growth (%)	(40.3)	65.8	58.8	10.6	6.4
Net profit (Bt mn)	7,214	7,936	12,606	13,944	14,838
EPS (Bt)	0.45	0.50	0.79	0.88	0.93
EPS growth (%)	(54.2)	10.0	58.8	10.6	6.4
DPS (Bt)	0.6	0.5	0.6	0.7	0.7
P/E (x)	45.8	46.1	35.3	31.9	30.0
P/B (x)	3.8	4.4	5.0	5.0	5.1
Net Debt to Equity (x)	0.1	0.1	0.1	0.2	0.2
Dividend Yield (%)	2.0	1.6	2.1	2.4	2.5
Return on Avg. Equity (%)	5.6	9.2	14.5	15.6	16.8

Source: Company data, KGI Securities Research

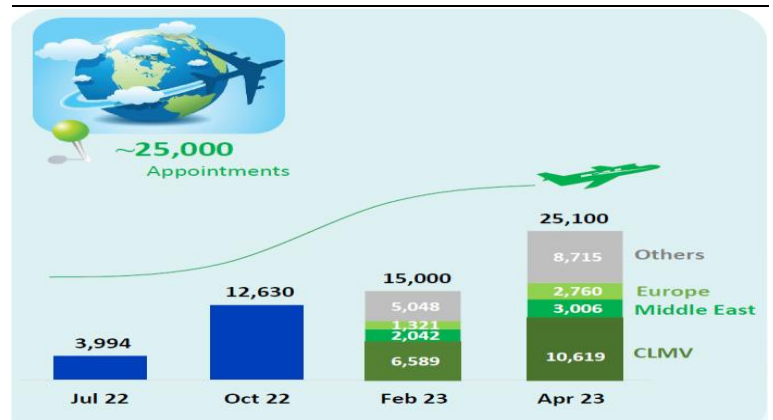
*The Company may be issuer of Derivative Warrants on these securities.

http://research.kgi.com; Bloomberg: KGIT <GO> Please see back page for disclaimer

Figure 1: BDMS's 1Q23 earnings performance

Bt mn	1Q23	1Q22	YoY (%)	4Q22	QoQ (%)
Revenue from hospital operations	23,084	22,165	4.1	21,694	6.4
Cost of hospital operations and goods sold	(15,122)	(14,451)	4.6	(14,752)	2.5
Gross profit	7,962	7,714	3.2	6,941	14.7
SG&A	(4,633)	(4,025)	15.1	(4,933)	(6.1)
Pretax profit	4,406	4,525	(2.6)	4,033	9.3
After tax profit	3,527	3,622	(2.6)	3,227	9.3
Normalized profit	3,410	3,422	(0.3)	3,116	9.5
Net profit	3,470	3,443	0.8	3,113	11.5
EPS (Bt)	0.22	0.22	0.8	0.20	11.5
Percent	1Q23	1Q22	YoY (ppts)	4Q22	QoQ (ppts)
Gross margin	34.5	34.8	(0.3)	36.5	(2.0)
EBIT margin	19.8	21.1	(1.3)	19.4	0.4
EBITDA margin	23.8	26.7	(2.9)	23.7	0.1
SG&A/Sales	20.1	18.2	1.9	19.0	1.1
Effective tax rate	20.0	19.9	0.0	19.0	1.0
Net margin	15.0	15.5	(0.5)	14.4	0.7
Revenue breakdown (Bt mn)	1Q23	1Q22	YoY (%)	4Q22	QoQ (%)
Thai patients	16,390	17,289	(5.2)	15,836	3.5
Non-Thai patients	6,694	4,876	37.3	5,857	14.3
OPD	11,080	9,974	11.1	10,630	4.2
IPD	12,004	12,191	(1.5)	11,064	8.5
Bangkok & Vicinity	12,927	12,191	6.0	12,148	6.4
Outside Bangkok	10,157	9,974	1.8	9,545	6.4
Revenue breakdown (%)	1Q23	1Q22	YoY (ppts)	4Q22	QoQ (ppts)
Thai patient	71	78	(7.0)	73	(2.0)
Non-Thai patient	29	22	7.0	27	2.0
OPD	48	45	3.0	49	(1.0)
IPD	52	55	(3.0)	51	1.0
Bangkok & Vicinity	56	55	1.0	56	0.0
Outside Bangkok	44	45	(1.0)	44	0.0

Source: Company data, KGI Securities Research

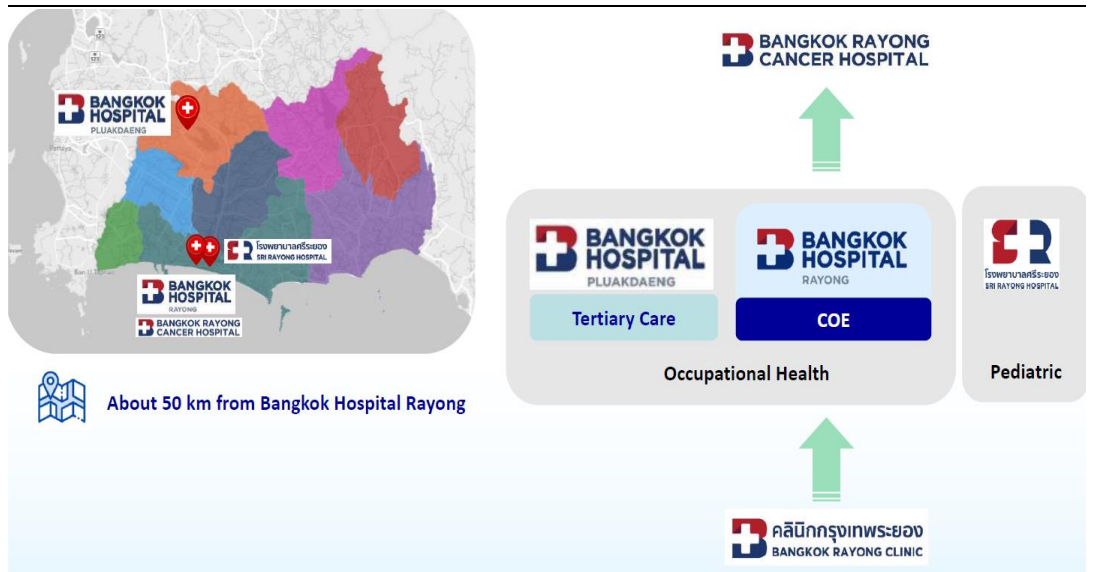
Figure 2: Growing number of international patient appointments


Source: Company data

Figure 3: Benefiting from increased SSO patients


Source: Company data

Figure 4: Ready for the Eastern Economic Corridor (EEC) in Rayong province



Source: Company data

Figure 5: Bangkok Hospital Pluak Daeng to be opened by 3Q23

The block features two photographs of the hospital: an exterior view of the modern multi-story building and an interior view of a bright, spacious waiting area.

- 180 Structured Beds (1st Phase: 59 Beds)**
- Customer Target:**
 - Self pay
 - Insurance
 - Social Security Patients in the EEC
- A Tertiary Care Hospital with the following Services:**
 - Trauma
 - Surgery
 - Orthopedics
 - Occupational Health
 - OB-GYN
 - Pediatric
 - Eye/Ear Nose Throat
 - Wellness

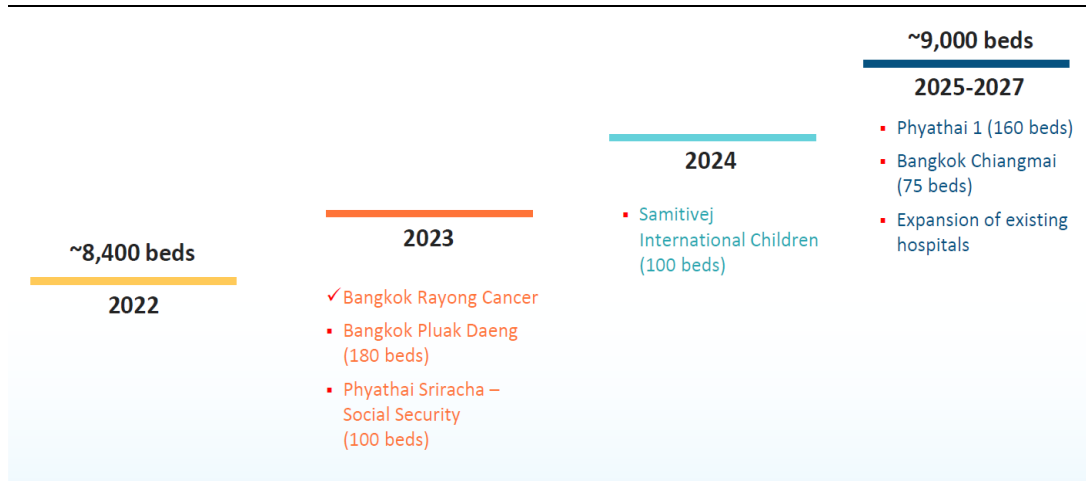
Source: Company data

Figure 6: Bangkok Rayong Cancer Hospital



Source: Company data

Figure 7: Expanding bed capacity for both new and existing hospitals



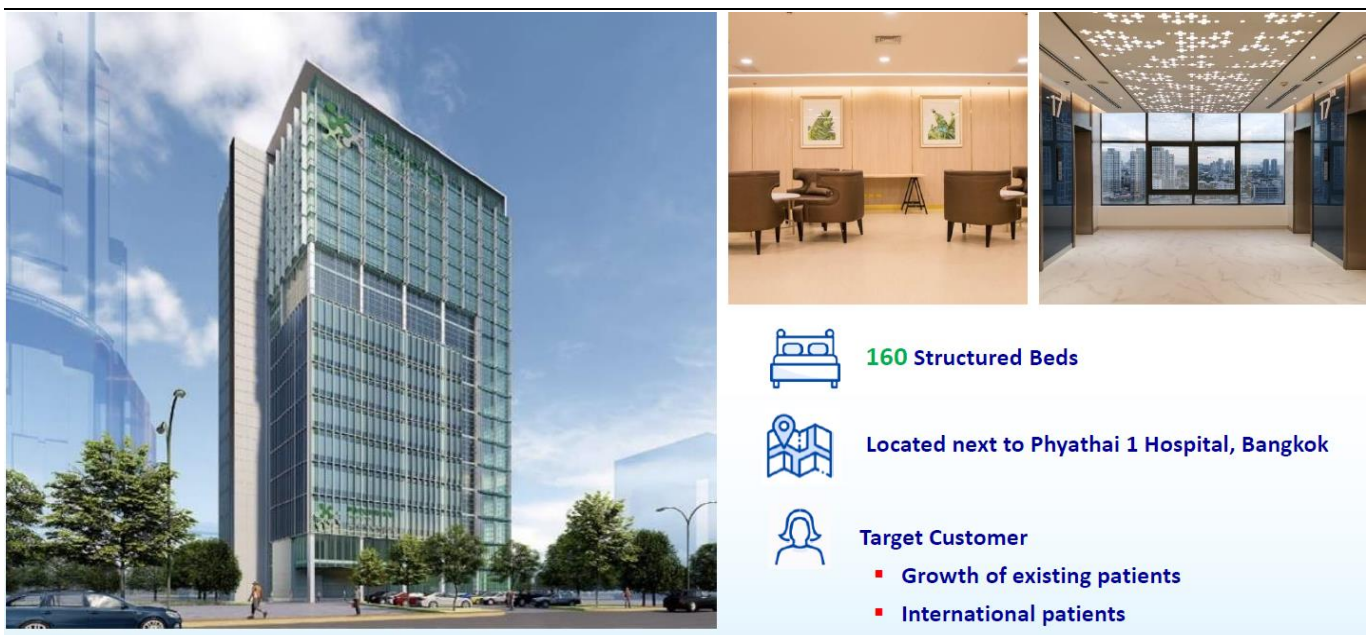
Source: Company data

Figure 8: Samitivej International Children Hospital to be opened in 2024



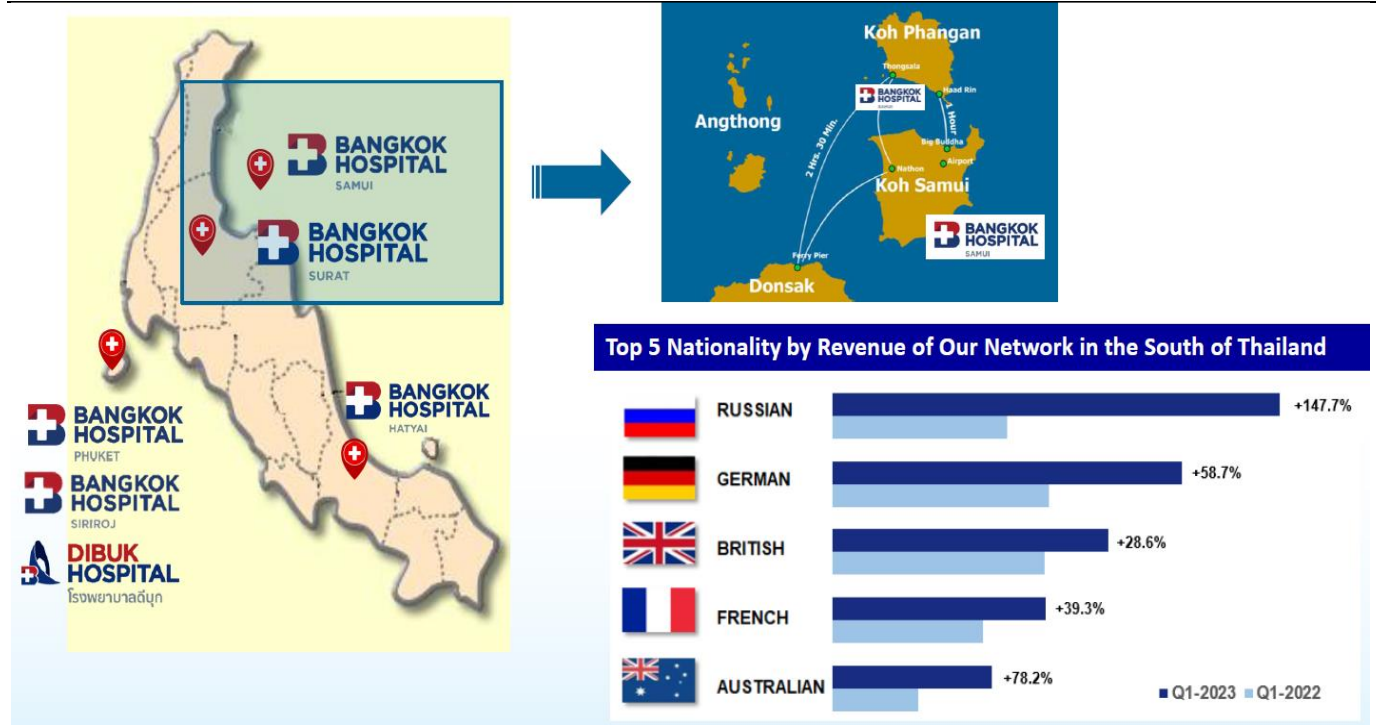
Source: Company data

Figure 9: Expansion of Phyathai 1 to be opened by 2027



Source: Company data

Figure 10: Strong hospital network in the southern part of Thailand



Source: Company data

Figure 11: Embracing ESG aspects into business process

BEYOND EXCELLENCE

Deliver beyond excellent healthcare services with integrity, transparency, privacy and compliance

- BDMS committed for a Net Zero target by 2050
- ESG Training
 - Uplift Sustainable Supply Chain Management for employee and supplier
 - Strengthen awareness on Data Protection (Information Security and Privacy)

DEVELOPMENTAL INNOVATION

Execute innovative healthcare services through innovation culture & global collaboration

- BDMS Innovation Culture: Arrange training program to set BDMS innovation roadmap for next 5 years
- BDMS Innovator Club: Engage all BDMS innovators to the innovation outing for team building among BDMS network
- BDMS Award: Encourage BDMS staff to develop project related to quality, innovative and sustainable medical services

MEANINGFUL SUSTAINABLE ENGAGEMENT

Ensure sustainable operations on the basis of eco-friendly healthcare with maximal human capital potential

- Climate Mitigation: Care the Bear Environmental Project in collaboration with SET (reduce 195.43 tonCO₂ equivalent as 2023 YTD)
- BDMS Green Hospital: Invite other hospitals to tour Bangkok Hospital Hua Hin, the Gold Award Winner Y2022
- Solar Roof: Announce the installation solar cell policy at all BDMS sites. Currently, 24 hospitals have the operation and installation plan.

SOCIAL CONTRIBUTION

Uplift healthcare accessibility & health literacy of the community & society

- CPR & First Aid Knowledge Sharing: Engage BDMS stakeholder by organize training for employee's families
- Support Access to Healthcare: Construct medical rooms and playgrounds at schools and community in remote area. Support nursing scholarship project
- Human Rights Due Diligence: Monitoring the operation, rectification measures and performance related to Human Right Risk Assessment

Source: Company data

Figure 12: BDMS's hospital and non-hospital segments

Group 1 (Bangkok&West)	Ownership	No. of Beds	Group 4 (North&Northeast)	Ownership	No. of Beds	Group 6 (South&Cambodia)	Ownership	No. of Beds
1. Bangkok Hospital	100%	329	28. Bangkok Chiangmai (BCM)	100%	139	49. Bangkok Phuket (BPK)	99.7%	234
2. Bangkok Heart Hospital	100%	54	29. Bangkok Ratchasima (BKH)	91.5%	285	50. Bangkok Siriroj (BSI)	100%	181
3. Wattanosoth Hospital	100%	47	30. Bangkok Pakchong (BHP)	91.5%	40	51. Dibuk (DBK)	99.7%	75
4. Wattanosoth International	100%	30	31. Bangkok Udorn (BUD)	100%	243	52. Bangkok Hat Yai (BHH)	98.8%	193
5. Chiva Transitional Care	100%	52	32. Bangkok Phitsanulok (BPL)	100%	200	53. Bangkok Samui (BSH)	100%	57
6. Bangkok International	100%	172	33. Bangkok Khon Kaen (BKN)	100%	150	54. Bangkok Surat (BSR)	100%	88
7. Bangkok Huahin (BHN)	100%	64	34. Bangkok Chiangrai (BCR)	100%	80	55. Phangan International	100%	10
8. Bangkok Sanamchan (BSN)	100%	191			56. Royal Phnom Penh (RPH)	100%	100	
9. Thepakorn (TPK)	50.0%	100	Group 5		57. Royal Angkor International (RAH)	80.0%	33	
10. Bangkok Phetchaburi (BPR)	100%	200	35. Phayathai 1 (PT1)	98.6%	174			
11. Bangkok Muangraj (BMR)	100%	140	36. Phayathai 2 (PT2)	97.8%	262	Group 7: Non-Hospital		
			37. Phayathai 3 (PT3)	97.6%	260	1. National Healthcare System	98.7%	
Group 2			38. Phayathai Sriracha (PTS)	77.4%	295	2. Bio Molecular Laboratories	95.0%	
12. Samitivej Sukhumvit (SVH)	98.9%	275	39. Phayathai Bangphra	77.4%	3	3. N Health Pathology	95.0%	
13. Japanese by Samitivej	98.9%	30	40. Phayathai Nawamin (PTN)	99.8%	140	4. N Health Novogene Genomic	74.0%	
14. Samitivej Srinakarin (SNH)	98.9%	300	41. Paolo Phaholyothin (PLP)	100%	220	5. The Medicpharma	89.1%	
15. Samitivej Sriracha (SSH)	69.6%	260	42. Paolo Samutprakarn(PLS)	93.7%	200	6. A.N.B Laboratories	100%	
16. Samitivej Thonburi (STH)	64.0%	150	43. Paolo Chokchai 4 (PLC)	85.7%	169	7. Save Drug Center (SDC)	100%	
17. Samitivej Chonburi (SCH)	100%	250	44. Paolo Chokchai 4 Building 3 (PLC)	85.7%	29	8. General Hospital Products	47.2%	
18. Samitivej Chinatown (SCT)	100%	50	45. Paolo Chokchai 4 Building 5 (PLC)	85.7%	59			
19. BNH Hospital (BNH)	91.5%	115	46. Paolo Rangsit (PLR)	100%	128	BDMS Wellness		
			47. Paolo Kaset (PLK)	100%	162	1. BDMS Wellness Clinic	100%	
Group 3 (East)			48. Paolo Phrapradaeng (PLD)	84.0%	60	2. BDMS Wellness Resort	100%	
20. Bangkok Pattaya (BPH)	97.3%	400			(Mövenpick BDMS Wellness Resort)			
21. Bangkok Rayong (BRH)	100%	222			3. BDMS Silver	100%		
22. Bangkok Rayong Cancer	100%	4						
23. Bangkok Chanthaburi (BCH)	99.7%	200						
24. Bangkok Trat (BTH)	99.8%	100						
25. Koh Chang International	99.8%	3						
26. Sri Rayong (SRH)	100%	195						
27. Jomtien (JTH)	97.3%	232						

 Remark:- Number of beds is structured beds ^{1/} Not included all BDMS

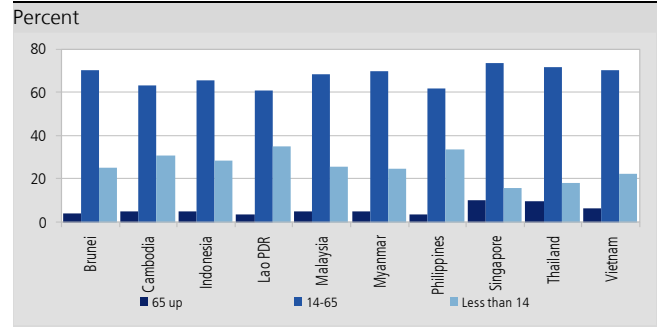
Source: Company data

Figure 13: Company profile

Bangkok Dusit Medical Services (BDMS) was established on February 26, 1972, and listed on SET October 2, 1991. The company is the largest private hospital operator in Thailand operating 45 network hospitals throughout the country and Cambodia. Its hospitals are classified into six hospital brands: i) Bangkok Hospital, ii) Phyathai Hospital, iii) Samitivej Hospital, iv) Paolo Memorial Hospital, v) Royal International Hospital, and vi) BNH Hospital. The company's network also includes complementary non-hospital businesses such as medical laboratories, pharmaceutical product manufacturing and saline production.

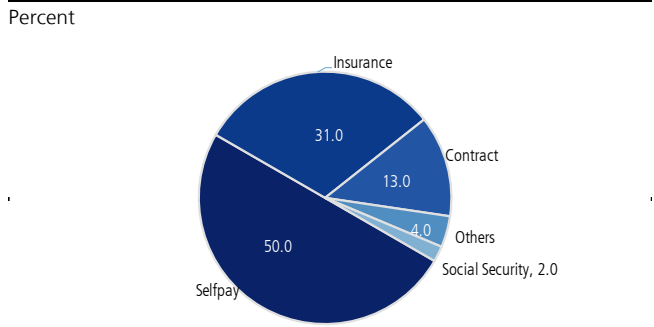
Source: Company data

Figure 14: Aging populations



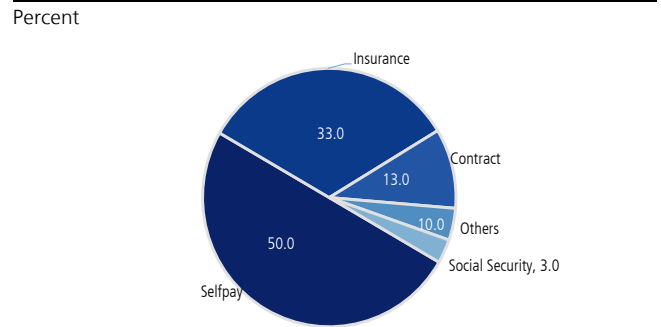
Source: United Nations (Population Division); KGI Securities Research

Figure 15: Patient revenue by payor in 2021



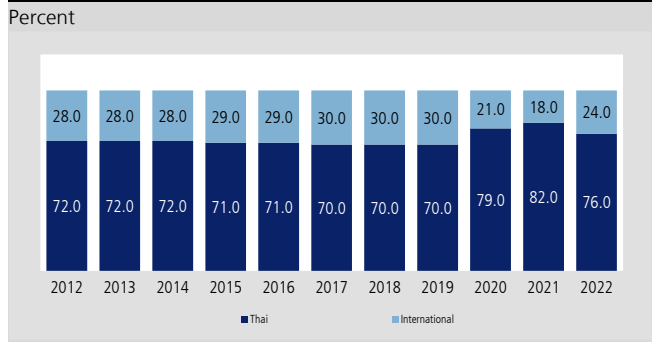
Source: Company data, KGI Securities Research

Figure 16: Patient revenue by payor in 2022



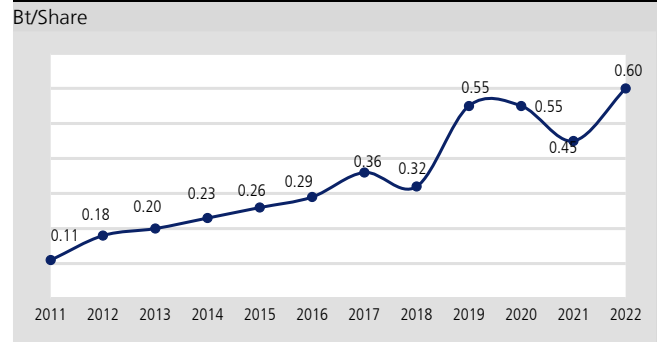
Source: Company data, KGI Securities Research

Figure 17: Revenue contribution by nationality



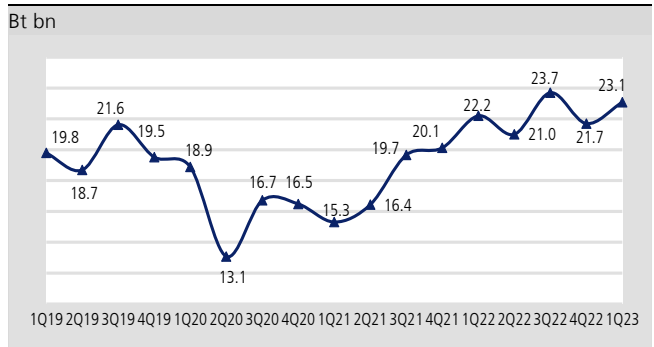
Source: Company data, KGI Securities Research

Figure 18: Dividend payment



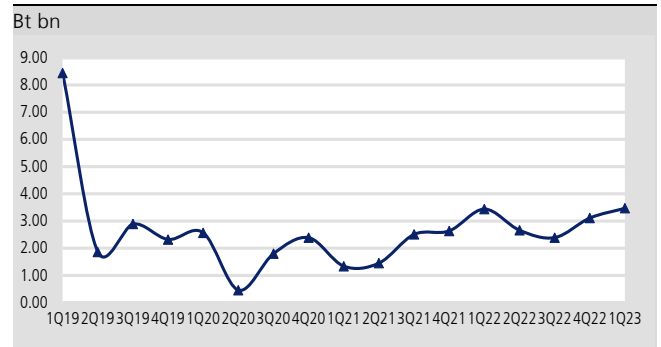
Source: Company data, KGI Securities Research

Figure 19: Quarterly revenue



Source: Company data, KGI Securities Research

Figure 20: Quarterly net profit



Source: Company data, KGI Securities Research

Quarterly Income Statement

	Mar-20A	Jun-20A	Sep-20A	Dec-20A	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A
Income Statement (Bt mn)													
Revenue	18,882	13,080	16,719	16,486	15,311	16,443	19,664	20,123	22,165	20,976	23,700	21,694	23,084
Cost of Goods Sold	(12,948)	(9,853)	(11,169)	(12,401)	(11,051)	(11,762)	(13,125)	(13,560)	(14,451)	(14,147)	(14,979)	(14,752)	(15,122)
Gross Profit	5,934	3,226	5,550	4,085	4,261	4,681	6,540	6,563	7,714	6,829	8,720	6,941	7,962
Operating Expenses	(3,859)	(3,131)	(3,272)	(3,899)	(3,284)	(3,539)	(3,514)	(4,656)	(4,025)	(4,200)	(4,496)	(4,933)	(4,633)
Other incomes	1,121	914	262	1,594	970	992	506	1,783	994	1,030	304	2,193	1,241
Operating Profit	3,196	1,009	2,539	1,780	1,946	2,134	3,532	3,689	4,683	3,659	4,528	4,201	4,570
Non-Operating Income													
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Non-op Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Operating Expenses	(228)	(218)	(215)	(210)	(195)	(188)	(172)	(173)	(158)	(151)	(154)	(169)	(164)
Interest Expense	(228)	(218)	(215)	(210)	(195)	(188)	(172)	(173)	(158)	(151)	(154)	(169)	(164)
Other Non-op Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Investment Income/(Loss)	-	-	-	-	-	-	-	-	-	-	-	-	-
Pre-tax Profit	2,968	791	2,324	1,571	1,751	1,946	3,359	3,516	4,525	3,508	4,374	4,033	4,406
Current taxation	(506)	(226)	(482)	(227)	(330)	(383)	(645)	(746)	(903)	(695)	(824)	(806)	(880)
Minorities	(123)	(71)	(122)	(120)	(99)	(116)	(208)	(131)	(201)	(155)	(181)	(111)	(116)
Extraordinary items	229	(37)	80	1,163	16	5	3	(4)	21	7	16	(2)	60
Net Profit	2,568	458	1,801	2,388	1,339	1,452	2,509	2,636	3,443	2,664	3,386	3,113	3,470
EPS (Bt)	0.2	0.0	0.1	0.2	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Margins (%)													
Gross profit margin	31.4	24.7	33.2	24.8	27.8	28.5	33.3	32.6	34.8	32.6	36.8	32.0	34.5
Operating margin	16.9	7.7	15.2	10.8	12.7	13.0	18.0	18.3	21.1	17.4	19.1	19.4	19.8
EBITDA margin	23.9	18.5	24.4	18.8	21.7	21.2	25.4	23.3	26.7	23.3	23.3	23.3	21.7
Net profit margin	13.6	3.5	10.8	14.5	8.7	8.8	12.8	13.1	15.5	12.7	14.3	14.4	15.0
Growth (%)													
Revenue growth	(4.6)	(30.0)	(22.7)	(15.5)	(18.9)	25.7	17.6	22.1	44.8	27.6	20.5	7.8	4.1
Operating growth	15.8	(60.2)	(30.2)	(65.2)	(39.1)	111.4	39.1	107.2	140.6	71.5	28.2	13.9	(2.4)
Net profit growth	(69.6)	(75.5)	(37.7)	2.8	(47.9)	217.2	39.4	10.4	157.2	83.5	34.9	18.1	0.8

Source: KGI Securities Research

Balance Sheet

As of 31 Dec (Bt mn)	2020	2021	2022	2023F	2024F
Total Assets	136,050	128,454	141,543	141,344	144,998
Current Assets	30,013	24,401	27,799	23,260	22,923
Cash & ST Investments	19,666	10,934	12,668	7,014	5,705
Inventories	1,855	2,005	2,211	2,348	2,489
Accounts Receivable	7,192	9,131	10,484	11,278	11,953
Others	1,299	2,332	2,435	2,620	2,776
Non-current Assets	106,037	104,052	113,744	118,084	122,075
LT Investments	939	931	963	2,963	4,963
Net fixed Assets	81,313	79,689	81,860	81,860	81,860
Others	23,786	23,432	30,920	33,261	35,252
Total Liabilities	44,588	40,689	47,830	48,157	52,261
Current Liabilities	11,220	15,862	20,616	20,354	21,952
Accounts Payable	4,450	5,035	6,176	6,558	6,951
ST Borrowings	510	3,445	6,412	4,245	4,583
Others	6,260	7,382	8,028	9,232	9,468
Long-term Liabilities	33,367	24,827	27,214	27,803	30,309
Long-term Debts	23,736	15,384	17,182	16,610	18,005
Others	9,631	9,442	10,032	10,791	11,437
Shareholders' Equity	91,463	87,765	93,713	93,187	92,738
Common Stock	1,589	1,589	1,589	1,589	1,589
Capital Surplus	42,598	43,227	44,174	44,812	45,429
Retained Earnings	47,275	42,949	47,950	46,786	45,720
Preferred stock	0	0	0	0	0

Source: KGI Securities Research

Key Ratios

Year to 31 Dec	2020	2021	2022	2023F	2024F
Growth (% YoY)					
Sales	(18.2)	9.8	23.8	7.6	6.0
EBIT	(41.4)	52.1	78.0	10.6	6.0
EBITDA	(19.1)	21.0	38.4	25.8	5.8
NP	(53.5)	10.0	58.8	10.6	6.4
EPS	(54.2)	10.0	58.8	10.6	6.4
Profitability (%)					
Gross Margin	28.8	30.8	34.1	35.0	35.0
Operating Margin	7.1	9.9	14.2	14.6	14.6
EBITDA Margin	21.6	23.2	25.0	25.5	25.5
Net Profit Margin	11.1	11.1	14.2	14.6	14.7
ROAA	3.5	6.0	9.3	9.9	10.4
ROAE	5.6	9.2	14.5	15.6	16.8
Stability					
Gross Debt/Equity (%)	26.5	21.5	25.2	23.2	26.3
Net Debt/Equity (%)	5.0	9.0	11.7	15.6	20.2
Interest Coverage (X)	5.3	9.7	19.9	21.8	22.8
Interest & ST Debt Coverage (X)	5.4	9.8	20.0	21.9	22.9
Cash Flow Interest Coverage (X)	5.3	9.7	19.9	21.8	22.8
Cash Flow/Interest & ST Debt (X)	5.6	10.0	20.2	22.1	23.1
Current Ratio (X)	0.8	0.8	0.8	0.8	0.8
Quick Ratio (X)	0.7	0.7	0.7	0.7	0.7
Net Debt (Bt mn)	4,579	7,896	10,926	14,562	18,699
Per Share Data (Bt)					
EPS	0.5	0.5	0.8	0.9	0.9
CFPS	7.1	7.1	7.1	7.1	7.1
BVPS	5.5	5.3	5.7	5.6	5.5
SPS	4.1	4.5	5.6	6.0	6.4
EBITDA/Share	0.7	0.8	1.2	1.5	1.5
DPS	0.6	0.5	0.6	0.7	0.7
Activity					
Asset Turnover (x)	0.5	0.5	0.7	0.7	0.7
Days Receivables	40.3	46.6	43.2	43.2	43.2
Days Inventory	14.6	14.8	13.8	13.8	13.8
Days Payable	35.0	37.1	38.6	38.6	38.6
Cash Cycle	19.9	24.2	18.4	18.4	18.4

Source: KGI Securities Research

Profit & Loss

Year to 31 Dec (Bt mn)	2020	2021	2022	2023F	2024F
Sales	65,166	71,541	88,535	95,236	100,936
Cost of Goods Sold	46,371	49,497	58,329	61,940	65,647
Gross Profit	18,795	22,044	30,205	33,296	35,290
Operating Expenses	14,161	14,994	17,655	19,411	20,574
Operating Profit	4,634	7,051	12,551	13,886	14,716
Net Interest	(832)	(655)	(552)	(572)	(602)
Interest Income	39	73	80	67	43
Interest Expense	871	728	632	638	645
Net Investment Income/(Loss)	273	21	42	43	44
Net other Non-op. Income/(Los:	3,891	4,173	4,433	4,769	5,054
Net Extraordinaries	2,429	-	-	-	-
Pretax Income	10,395	10,589	16,473	18,125	19,212
Income Taxes	2,751	2,103	3,227	3,551	3,764
Net Profit	7,214	7,936	12,606	13,944	14,838
EBITDA	11,047	13,372	18,500	23,268	24,613
EPS (Bt)	0.45	0.50	0.79	0.88	0.93

Source: KGI Securities Research

Cash Flow

Year to 31 Dec (Bt mn)	2020	2021	2022	2023F	2024F
Operating Cash Flow	13,218	16,694	21,366	23,808	24,240
Net Profit	7,214	7,936	12,606	13,944	14,838
Depreciation & Amortization	6,413	6,321	5,950	9,382	9,897
Change in Working Capital	(409)	2,436	2,810	481	(495)
Others	0	0	0	0	0
Investment Cash Flow	12,385	(4,763)	(5,901)	(13,676)	(13,841)
Net CAPEX	(6,649)	(4,371)	(5,072)	(9,382)	(9,897)
Change in LT Investment	19,917	(557)	6,070	(2,000)	(2,000)
Change in Other Assets	(883)	164	(6,899)	(1,581)	(1,345)
Free Cash Flow	25,603	11,931	15,465	9,030	10,838
Financing Cash Flow	5,874	(46,860)	(39,627)	(15,287)	(14,865)
Change in Share Capital	(9,096)	(28,329)	(26,996)	(15,108)	(15,905)
Net Change in Debt	14,970	(18,531)	(12,631)	(2,645)	(1,429)
Change in Other LT Liab.	0	0	0	0	0
Net Cash Flow	31,477	(34,929)	(24,162)	(6,257)	(4,027)

Source: KGI Securities Research

Rates of Return on Invested Capital

Year	1- $\frac{\text{COGS}}{\text{Revenue}}$	+ $\frac{\text{Depreciation}}{\text{Revenue}}$	+ $\frac{\text{Operating Exp.}}{\text{Revenue}}$	= Operating Margin
2020	71.2%	8.8%	21.7%	(1.7%)
2021	69.2%	8.0%	21.0%	1.8%
2022	65.9%	6.5%	19.9%	7.7%
2023F	65.0%	9.9%	20.5%	4.6%
2024F	65.0%	9.8%	20.5%	4.7%
Year	1/ $\frac{\text{Working Capital}}{\text{Revenue}}$	+ $\frac{\text{Net PPE}}{\text{Revenue}}$	+ $\frac{\text{Other Assets}}{\text{Revenue}}$	= Capital Turnover
2020	0.0	2.0	0.4	0.4
2021	0.0	1.9	0.3	0.5
2022	0.0	1.6	0.3	0.5
2023F	0.0	1.6	0.0	0.6
2024F	0.0	1.5	0.0	0.6
Year	Operating Margin	x Capital Turnover	x Cash Tax Rate	= After-tax Return on Inv. Capital
2020	(1.7%)	0.4	64%	(0.5%)
2021	1.8%	0.5	80%	0.7%
2022	7.7%	0.5	80%	3.2%
2023F	4.6%	0.6	80%	2.4%
2024F	4.7%	0.6	80%	2.4%

Source: KGI Securities Research

Bangkok Dusit Medical Services – Recommendation & target price history


Source: KGI Securities Research

Corporate Governance Report of Thai Listed Companies



Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	EGCO	ELECTRICITY GENERATING	PTTEP	PTT EXPLORATION AND PRODUCTION
ADVANC	ADVANCED INFO SERVICE	GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL
AMA	AMA MARINE	GGC	GLOBAL GREEN CHEMICALS	PYLON	PYLON
AMATA	AMATA CORPORATION	GPSC	GLOBAL POWER SYNERGY	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
AOT	AIRPORTS OF THAILAND	HMPRO	HOME PRODUCT CENTER	RS	RS
AP	ASIAN PROPERTY DEVELOPMENT	INTUCH	SHIN CORPORATION	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	IRPC	IRPC	SCC	THE SIAM CEMENT
BCP	THE BANGCHAK PETROLEUM	IVL	INDORAMA VENTURES	SCCC	SIAM CITY CEMENT
BCPG	BCPG	KBANK	KASIKORNBANK	SEAFCO	SEAFCO
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
BEC	BEC WORLD	KKP	KIATNAKIN BANK	SPALI	SUPALAI
BEM	BANGKOK EXPRESSWAY AND METRO	KTB	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
BGRIM	B.GRIMM POWER	KTC	KRUNGTHAI CARD	SVI	SVI
BPP	BANPU POWER	LH	LAND AND HOUSES	TACC	T.A.C. CONSUMER
BTS	BTS GROUP HOLDINGS	LPN	L.P.N. DEVELOPMENT	TCAP	THANACHART CAPITAL
CENTEL	CENTRAL PLAZA HOTEL	MAKRO	SIAM MAKRO	THCOM	THAICOM
CK	CH. KARNCHANG	MBK	MBK	TISCO	TISCO FINANCIAL GROUP
CKP	CK POWER	MINT	MINOR INTERNATIONAL	TOP	THAI OIL
CPALL	CP ALL	MTC	MUANGTHAI CAPITAL	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	PLANB	PLAN B MEDIA	TTB	TMBTHANACHART BANK
CPN	CENTRAL PATTANA	PSH	PRUKSA HOLDING	VGI	VGI GLOBAL MEDIA
DELTA	DELTA ELECTRONICS (THAILAND)	PTG	PTG ENERGY	WHA	WHA CORPORATION
DTAC	TOTAL ACCESS COMMUNICATION	PTT	PTT	WHAUP	



Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	GULF	GULF ENERGY DEVELOPMENT	SAPPE	SAPPE
BBL	BANGKOK BANK	JMT	JMT NETWORK SERVICES	SAWAD	SRI SAWAD POWER 1979
CBG	CARABAO GROUP	LPH	LADPRAO GENERAL HOSPITAL	SINGER	SINGER THAILAND
CHG	CHULARAT HOSPITAL	M	MK RESTAURANT GROUP	SPA	SIAM WELLNESS GROUP
COM7	COM7	MAJOR	MAJOR CINEPLEX GROUP	TFG	THAIFOODS GROUP
DOHOME	DOHOME	MEGA	MEGA LIFESCIENCES	TKN	TAOKAENOI FOOD & MARKETING
ERW	THE ERAWAN GROUP	NETBAY	NETBAY	ZEN	ZEN CORPORATION GROUP
GLOBAL	SIAM GLOBAL HOUSE	OSP	OSOTSPA		



Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BCH	BANGKOK CHAIN HOSPITAL	ESSO	ESSO (THAILAND)	SF	SIAM FUTURE DEVELOPMENT
BH	BUMRUNGRAD HOSPITAL	HUMAN	HUMANICA	SISB	SISB
EKH	EKACHAI MEDICAL CARE	RBF	R&B FOOD SUPPLY	TPCH	TPC POWER HOLDING

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	OR	PTT OIL AND RETAIL BUSINESS	STGT	SRI TRANG GLOVES (THAILAND)
KEX	KERRY EXPRESS (THAILAND)	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION		

Source: www.thai-iod.com

Disclaimer: The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") 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 Thailand and the Market for 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 assessment of operation and is not based 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 or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.

Anti-corruption Progress Indicator

Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORN BANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFECO	SEAFECO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENDEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

Disclaimer: The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution 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 a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the 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, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of the assessment result.

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KGI's Ratings

Rating	Definition
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)..
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances. Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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