

## **SET ESG Rating: None**

## Outperform · Maintained

Price as of 22 Aug 2024	247.00
12M target price (Bt/shr)	309.00
Unchanged/Revised up(down)(%)	3.0
Upside/downside (%)	25.1

### **Key messages**

ถึงแม้วา 2Q67 จะเป็นช่วงที่มักจะแผ่วตามฤดูกาล แต่ผล การดำเนินงานของ BH ยังออกมานาพอใจ เราคาดวาผล ประกอบการของ BH ใน 3Q67 จะทำสถิติสูงสุดใหม่ เนื่องจาก i) เป็นช่วงหน้าฝนในประเทศไทย และ ii) การ กลับมาของผู้ป่วยต่างชาติ และ iii) คุมค่าใช้จายได้ดี นอกจากนี้ เรายังปรับเพิ่มประมาณการกำไรสุทธิปี 2567F เป็น 7.83 พันล้านบาท (+12.0% YoY) และ ปี 2568F เป็น 8.34 พันล้านบาท (+6.5% YoY) เรายังคงคำแนะนำซื้อ BH และ ปรับเพิ่มราคาเป้าหมาย DCF ปี 2567 เป็น 309 บาท (ใช้ WACC ที่ 8.2% และ TG ที่ 3%) จากเดิม 300 บาท

Trading data									
Mkt cap (Btbn/US\$bn)		196.4/	5,724.9						
Outstanding shares (m	ın)		795						
Foreign ownership (mr	n)		244						
3M avg. daily trading (	mn)		2						
52-week trading range	e (Bt)	2	13-268						
Performance (%)	3M	6M	12M						
Absolute	0.0	5.1	(4.6)						
Relative	1.7	9.6	10.2						

## **Quarterly EPS**

Bt	Q1	Q2	Q3	Q4	
2021	0.11	0.27	0.37	0.77	
2022	0.91	1.47	1.89	1.94	
2023	1.99	2.20	2.46	2.16	
2024	2.50	2.43			

### Share price chart



Source: SET

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# **Bumrungrad Hospital**

(BH.BK/BH TB)\*

## Margin แข็งแกร่งที่สุดในกลุ่ม

#### Even

แนวโน้มธุรกิจใน 2H67F, ปรับเพิ่มประมาณการกำไร และราคาเป้าหมาย

#### lmpac

#### . ผลการดำเนินงาน 1H67 วาแข็งแกร่งแล้ว แต่ 2H67F มีแววจะแข็งแกร่งขึ้นอีก

หลังจากที่ผลการดำเนินงานใน 1H67 ออกมานาพอใจโดยมีกำไรสุทธิ 3.92 พันลานบาท (+17.6% YoY) เรามองบวกกับแนวโน้มผลการดำเนินงานของบริษัทใน 2H67F เนื่องจาก

i) ผู้<u>ป่วยจากคูเวตมีแนวโน้มจะกลับมาใช้บริการ</u> หลังจากที่ลดลงไปถึง 66.2% YoY ใน 1H67 เพราะ ผูบริหารเห็นสัญญาณบวกจากการที่ผู้ป่วยในภาครัฐบินมาใช้บริการของโรงพยาบาล ซึ่งเมื่ออิงจากสถิติ การดำเนินงานของ BH รายได้สุทธิจากผู้ป่วยชาวคูเวตลดลง 58.4% YoY ใน 1Q67 และ 74.5% ใน 2Q67 เราคิดวาจะเห็นภาพแนวโน้มที่ชัดเจนขึ้นใน 3Q67 ซึ่ง BH จะเป็นหนึ่งในทางเลือกของรัฐบาลคูเวต

ii) รายได้จากผู้ป่วยตางชาติที่สูงสุด 5 ประเทศในงวด 1H67 มาจากกาตาร (+51.8% YoY), บังกลาเทศ (+30.8% YoY), โอมาน (+24.9% YoY), จีน (+23.5% YoY) และสหรัฐ (+15.8% YoY) ทั้งนี้ รายได้จาก ผู้ป่วยตางชาติคิดเป็น 66% ของรายได้รวมจากธุรกิจโรงพยาบาล

iii) กุมสัดส่วน SG&A/รายได้อย่างมีประสิทธิภาพมาหลายไตรมาสแล้ว เป็นอีกหนึ่งปัจจัยสนับสนุนของ
 BH เราพบว่า บริษัทกุมค่าใช้จายได้ดีหลัง COVID-19 โดยสัดส่วน SG&A/รายได้ลดลงจาก 18%-30%
 ในช่วงปี 2562-65 เหลือ 15.5%-17.5% ในช่วงปี 2566-1H67 ซึ่งช่วยให้โมเมนตัมผลการดำเนินงาน โดยรวมของบริษัทเป็นบวก นอกเหนือไปจากอัตรากำไรขั้นตนที่แข็งแกรงขึ้นจนทำสถิติสูงสุดใหม่ที่ 52.1% ใน 2Q67

## คาดวา 3Q67F จะทำสถิติสูงสุดใหม

ถึงแม้ว่า 2Q67 จะเป็นช่วงที่มักจะแผ่วตามฤดูกาล แต่ผลการคำเนินงานของ BH ยังออกมานาพอใจ เรา กาควาผลประกอบการของ BH ใน 3Q67 จะทำสถิติสูงสุดใหม่ เนื่องจาก i) เป็นช่วงหน้าฝนในประเทศ ไทย และ ii) การกลับมาของผู้ป่วยต่างชาติ และ iii) คุมค่าใช้จ่ายได้ดี ซึ่งจะทำให้รายได้และ margin เพิ่มขึ้นทั้ง YoY และ QoQ รวมถึงสามารถคุมค่าใช้จ่ายได้ดีด้วย

## ปรับเพิ่มประมาณการกำไรปี 2567F ขึ้นอีก 6.0% และ ปี 2568F ขึ้นอีก 7.5%

หลังจากผลประกอบการงวด 1H67 ที่นาพอใจออกมาแล้ว ทำให้เราปรับเพิ่มประมาณการกำไรปีนี้และปี หน้าขึ้นจากเดิม เนื่องจาก i) เราปรับเพิ่มสมมติฐานอัตรากำไรขึ้นต้นปีนี้เป็น 51.0% (จากเดิม 50.0%) และ ปีหน้าเป็น 51.5% (จากเดิม 50.0%) และ ii) ปรับลดสัดส่วน SG&A/รายได้ของทั้งปี 2567-2568F ลงเหลือ 17.0% (จากเดิม 18.0%) ดังนั้น เราจึงปรับเพิ่มประมาณการกำไรสุทธิปี 2567F เป็น 7.83 พันล้านบาท (+12.0% YoY) และ ปี 2568F เป็น 8.34 พันล้านบาท (+6.5% YoY)

#### **Valuation & Action**

เรายังคงคำแนะนำซื้อ BH และปรับเพิ่มราคาเป้าหมาย DCF ปี 2567 เป็น 309 บาท (ใช้ WACC ที่ 8.2% และ TG ที่ 3%) จากเดิม 300 บาท เรามองว่า BH น่าสนใจเนื่องจาก i) อัตรากำไรที่สูง (อัตรากำไรขั้นตน > 50% และ อัตรากำไรสุทธิ > 29%) ii) เติบโตอย่างต่อเนื่อง และ iii) ROE ที่ค่อนข้างสูง (>25%)

#### Risks

COVID-19 ระบาด, การแทรกแซงของภาครัฐ, เกิดเหตุก่อการรายครั้งใหญ่.

#### Key financials and valuations

	Dec-21A	Dec-22A	Dec-23A	Dec-24F	Dec-25F
Revenue (Bt mn)	12,404	20,646	25,296	27,097	28,452
Gross profit (Bt mn)	4,673	9,546	12,401	13,820	14,653
Pretax profit (Bt mn)	1,527	6,053	8,610	9,665	10,290
Net profit (Bt mn)	1,216	4,938	7,006	7,836	8,344
EPS (Bt)	1.53	6.21	8.80	9.86	10.50
DPS (Bt)	3.20	3.50	4.50	4.60	4.90
EPS growth (%)	1.0	306.2	41.9	12.0	6.5
P/E (x)	92.3	34.2	25.2	25.1	23.5
P/B (x)	6.5	8.6	7.4	7.0	6.1
EV/EBITDA (x)	43.2	24.3	18.6	18.5	17.0
Net Debt to Equity (%)	Cash	Cash	Cash	Cash	Cash
Dividend Yield (%)	1.3	1.4	1.8	1.9	2.0
Return on Avg. Equity (%)	7.1	26.7	32.1	30.3	27.8



Figure 1: BH's 2Q24 earnings performance

Bt mn	2Q24	2Q23	YoY (%)	1Q24	QoQ (%)	1H24	1H23	YoY (%)
Revenue from hospital operations	6,282	6,029	4.2	6,516	(3.6)	12,798	12,079	6.0
Cost of hospital operations	(3,008)	(3,041)	(1.1)	(3,146)	(4.4)	(6,154)	(6,191)	(0.6)
Gross profit	3,274	2,988	9.6	3,370	(2.9)	6,644	5,888	12.8
SG&A	(1,007)	(986)	2.0	(1,020)	(1.3)	(2,027)	(2,000)	1.3
Pretax profit	2,392	2,142	11.7	2,459	(2.7)	4,852	4,094	18.5
After tax profit	1,961	1,760	11.4	1,990	(1.4)	3,951	3,357	17.7
Net profit	1,932	1,748	10.5	1,985	(2.7)	3,917	3,331	17.6
EPS (Bt)	2.43	2.20	10.5	2.50	(2.7)	4.93	4.19	17.6
Percent	2Q24	2Q23	YoY (ppts)	1Q24	QoQ (ppts)	1H24	1H23	YoY (ppts)
Gross margin	52.1	49.6	2.6	51.7	0.4	51.9	48.7	3.2
EBIT margin	38.1	35.5	2.6	37.8	0.3	37.9	33.9	4.0
SG&A/Sales	16.0	16.4	(0.3)	15.7	0.4	15.8	16.6	(0.7)
Effective tax rate	18.0	17.8	0.2	19.1	(1.1)	18.6	18.0	0.6
Net margin	30.8	29.0	1.8	30.5	0.3	30.6	27.6	3.0
Assumption	2Q24	2Q23	YoY (ppts)	1Q24	QoQ (ppts)			
International patient (%)	66	65	0.7	66	(0.1)			
Thai patient (%)	34	35	(0.7)	34	0.1			
OPD (%)	50	48	2.0	49	1.0			

(2.0)

51

(1.0)

Revenue by segment 2Q23 1Q24 QoQ (%) International patient (Bt mn) 4,140 3,931 4,301 (3.7)Thai patient (Bt mn) 2.1 2,215 2,142 2,098 (3.3)OPD (Bt mn) 3,141 2,894 8.5 3,193 (1.6)IPD (Bt mn) 3,141 3,135 0.2 3,323 (5.5)

50

52

Source: Company data, KGI Securities Research

IPD (%)

Figure 2: Revised assumptions

	2024F		Change	Change 2025F				
	Revised	Previous	(%)	Revised	Previous	(%)		
Revenue (Bt mn)	27,097	27,097	0.0	28,452	28,452	0.0		
Gross profit (Bt mn)	13,820	13,549	2.0	14,653	14,226	3.0		
Normalized profit (Bt mn)	7,836	7,394	6.0	8,344	7,763	7.5		
Net profit (Bt mn)	7,836	7,394	6.0	8,344	7,763	7.5		
EPS (Bt/share)	9.9	9.3	6.0	10.5	9.8	7.5		

Key financial ratios	Revised	Previous	Change	Revised	Previous	Change
Gross profit margin (%)	51.0	50.0	1.0	51.5	50.0	1.5
SG&A to sales (%)	17.0	18.0	(1.0)	17.0	18.0	(1.0)
Net profit margin (%)	29.1	27.5	1.6	29.5	27.5	2.0

Source: Company data, KGI Securities Research

Figure 3: BH's revenue growth outlook

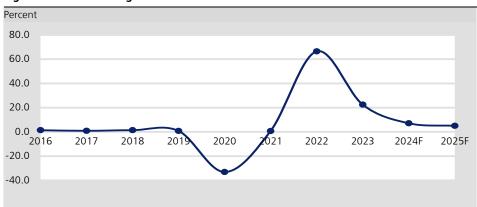




Figure 4: Top 10 international patient revenue

		Net Patient Reve	nues -%Variance
	Nationality	2Q2024 vs 2Q2023	1H2024 vs 1H2023
1	Qatar	50.8%	51.8%
2	Myanmar	-9.1%	-10.8%
3	Cambodia	-10.1%	-6.8%
4	Bangladesh	39.8%	30.8%
5	United Arab Emirates	-19.6%	-14.6%
6	United States	22.6%	15.8%
7	Kuwait	-74.5%	-66.2%
8	Mongolia	19.3%	10.2%
9	China	23.4%	23.5%
10	Oman	19.6%	24.9%
	Total International	5.6%	5.9%

Source: Company data

Figure 5: Brand recognition



Source: Newsweek

Figure 6: Strategy for 2024

Partnerships & Networks	Accessibility & Digitalization	Operational Excellence
Greater engagement and activities with existing partners	Health activities with public and key stakeholders	Faster turnaround times for pre- authorization and discharge
Expansion of geographic catchment areas and domestic referrals within Thailand	BH application for insurance patient journey from pre- authorization, claims and follow	Enhance communication channels among stakeholders
New overseas partners	up B2B and B2C Doctor engagements	Greater connectivity with insurance partners
Focus on complex, critical		Process automation & application
procedures or high turnaround surgical cases	Expansion of 2 <sup>nd</sup> opinion services and telemedicine	of AI
Refinement and uplift of pull factors		

Source: Company data

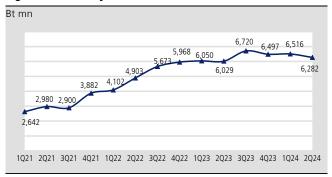


#### Figure 7: Company profile

Bumrungrad Hospital (BH) was established in 1980 and listed on the SET in 1989. The company operates a private hospital business in Bangkok, with 580 licensed inpatient beds and capacity for more than 5,500 outpatient visitors per day. The company is one of the leading healthcare providers in Thailand and in the Southeast Asian region, providing complete services for outpatients and inpatients. BH has always emphasized the importance of quality healthcare and experienced physicians and staff. It is also the first hospital in Asia to receive the US standard accreditation from the Joint Commission International (JCI).

Source: Company data, KGI Securities Research

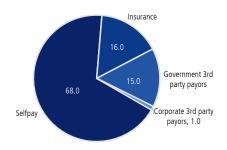
Figure 9: Quarterly revenue



Source: Company data, KGI Securities Research

Figure 11: BH's revenue by payor type in 2022

Percent



Source: Company data, KGI Securities Research

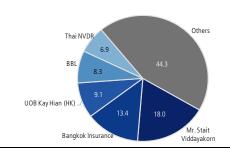
Figure 13: Revenue contribution by patient types



Source: Company data, KGI Securities Research

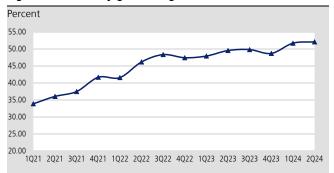
### Figure 8: Shareholding structure

Percent



Source: Company data, KGI Securities Research

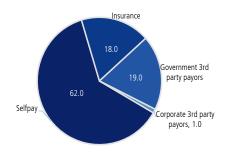
Figure 10: Quarterly gross margin



Source: Company data, KGI Securities Research

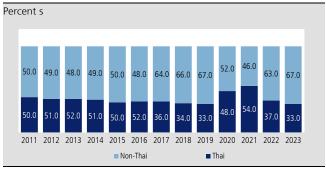
Figure 12: BH's revenue by payor type in 2023

Percent



Source: Company data, KGI Securities Research

Figure 14: Revenue contribution by nationality





## **Quarterly Income Statement**

	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A	Jun-23A	Sep-23A	Dec-23A	Mar-24A	Jun-24A
Income Statement (Bt mn)														
Revenue	2,642	2,980	2,900	3,882	4,102	4,903	5,673	5,968	6,050	6,029	6,720	6,497	6,516	6,282
Cost of Goods Sold	(1,748)	(1,905)	(1,814)	(2,264)	(2,394)	(2,640)	(2,930)	(3,136)	(3,150)	(3,041)	(3,371)	(3,332)	(3,146)	(3,008)
Gross Profit	895	1,075	1,086	1,618	1,708	2,263	2,743	2,831	2,900	2,988	3,349	3,164	3,370	3,274
Operating Expenses	(812)	(835)	(813)	(836)	(865)	(887)	(999)	(1,046)	(1,013)	(986)	(1,040)	(1,140)	(1,020)	(1,007)
Other incomes	57	43	104	65	62	55	76	115	66	141	87	98	111	127
Operating Profit	140	282	377	847	905	1,431	1,820	1,900	1,952	2,143	2,396	2,122	2,461	2,395
Non-Operating Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Non-op Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Operating Expenses	(31)	(31)	(31)	(26)	(2)	(1)	(1)	(1)	(0)	(0)	(0)	(1)	(2)	(2)
Interest Expense	(31)	(31)	(31)	(26)	(2)	(1)	(1)	(1)	(0)	(0)	(0)	(1)	(2)	(2)
Other Non-op Expenses	-	-	-	-	-		-	-	-	-	-	-		-
Net Investment Income/(Loss)	-	-	-	-	-	-	-	-	-	-	-	-		-
Pre-tax Profit	109	251	346	821	903	1,430	1,819	1,900	1,952	2,142	2,395	2,121	2,459	2,392
Current taxation	(12)	(38)	(39)	(127)	(168)	(254)	(316)	(335)	(355)	(382)	(438)	(408)	(469)	(432)
Minorities	1	(1)	(7)	(17)	(10)	(16)	(3)	(8)	(10)	(18)	(9)	(11)	(15)	(24)
Extraordinary items	(7)	5	(4)	(65)	(0)	5	2	(10)	(3)	6	6	18	10	(5)
Net Profit	91	216	296	612	725	1,166	1,501	1,546	1,583	1,748	1,954	1,721	1,985	1,932
EPS (Bt)	0.1	0.3	0.4	0.8	0.9	1.5	1.9	1.9	2.0	2.2	2.5	2.2	2.5	2.4
Margins (%)														
Gross profit margin	33.9	36.1	37.5	41.7	41.6	46.2	48.4	47.4	47.9	49.6	49.8	48.7	51.7	52.1
Operating margin	5.3	9.5	13.0	21.8	22.1	29.2	32.1	31.8	32.3	35.5	35.6	32.7	37.8	38.1
Net profit margin	3.4	7.3	10.2	15.8	17.7	23.8	26.5	25.9	26.2	29.0	29.1	26.5	30.5	30.8
Growth (%)														
Revenue growth	(35.4)	23.0	0.5	33.1	55.2	64.5	95.6	53.7	47.5	23.0	18.5	8.9	7.7	4.2
Operating growth	(85.4)	460.8	47.4	266.7	547.3	406.6	382.3	124.4	115.7	49.7	31.6	11.7	26.1	11.8
Net profit growth	(88.1)	387.3	33.6	253.8	695.6	438.6	407.2	152.6	118.4	49.9	30.2	11.3	25.4	10.5



Balance Sheet					
As of 31 Dec (Bt mn)	2021	2022	2023	2024F	2025F
Total Assets	20,857	24,259	29,212	33,581	38,249
Current Assets	8,062	11,419	15,685	19,168	22,938
Cash & ST Investments	5,936	8,276	10,745	15,210	18,787
Inventories	328	326	362	437	454
Accounts Receivable	1,461	2,658	4,408	3,341	3,508
Others	338	159	169	181	190
Non-current Assets	12,795	12,840	13,527	14,413	15,311
LT Investments	2	2	85	85	85
Net fixed Assets	11,532	11,731	12,302	13,302	14,302
Others	1,261	1,107	1,140	1,026	923
Total Liabilities	3,239	4,253	5,114	5,344	5,658
<b>Current Liabilities</b>	2,284	3,415	4,184	4,353	4,621
Accounts Payable	805	1,085	1,078	1,164	1,210
ST Borrowings	40	24	17	0	0
Others	1,439	2,306	3,089	3,189	3,411
Long-term Liabilities	955	839	930	991	1,037
Long-term Debts	54	40	74	74	74
Others	901	799	856	917	963
Shareholders' Equity	17,618	20,005	24,098	28,237	32,590
Common Stock	795	795	795	795	795
Capital Surplus	875	762	813	866	920
Retained Earnings	15,947	18,448	22,489	26,575	30,874
Preferred Stock	1	1	1	1	1

Source: KGI Securities Research

Key Ratios					
Year to 31 Dec	2021	2022	2023	2024F	2025F
Growth (% YoY)					
Sales	0.7	66.4	22.5	7.1	5.0
EBIT	10.7	317.4	43.0	12.1	6.5
EBITDA	3.8	168.5	35.7	10.9	6.7
NP	1.0	306.2	41.9	11.8	6.5
EPS	1.0	306.2	41.9	11.8	6.5
Profitability (%)					
Gross Margin	37.7	46.2	49.0	51.0	51.5
Operating Margin	11.1	27.8	32.5	34.0	34.5
EBITDA Margin	20.6	33.3	36.8	38.1	38.7
Net Profit Margin	10.6	24.1	27.8	29.1	29.5
ROAA	5.7	21.9	26.1	25.0	23.2
ROAE	7.1	26.7	32.1	30.3	27.8
Stability					
Gross Debt/Equity (%)	0.5	0.3	0.4	0.3	0.2
Net Debt/Equity (%)	Cash	Cash	Cash	Cash	Cash
Interest Coverage (X)	11.5	1,620.7	3,434.6	3,927.6	4,270.1
Interest & ST Debt Coverage (X)	11.6	1,620.8	3,434.7	3,927.7	4,270.2
Cash Flow Interest Coverage (X)	11.5	1,620.7	3,434.6	3,927.6	4,270.1
Cash Flow/Interest & ST Debt (X)	11.8	1,621.0	3,434.9	3,927.9	4,270.4
Current Ratio (X)	3.5	3.3	3.7	4.4	5.0
Quick Ratio (X)	2.6	2.4	2.6	3.5	4.1
Net Debt (Bt mn)	(1,708)	(2,028)	(3,683)	(5,680)	(9,257)
Per Share Data (Bt)					
EPS	1.5	6.2	8.8	9.9	10.5
CFPS	6.5	6.5	6.5	6.5	6.5
BVPS	21.7	24.8	29.9	35.1	40.5
SPS	30.0	30.0	30.0	30.0	30.0
EBITDA/Share	0.2	0.2	0.2	0.2	0.2
DPS	3.2	3.5	4.5	4.6	4.9
Activity					
Asset Turnover (x)	0.6	0.9	0.9	0.9	0.8
Days Receivables	43.0	47.0	63.6	55.0	55.0
Days Inventory	15.5	10.7	10.3	12.0	12.0
Days Payable	38.0	35.7	30.5	32.0	32.0
Cash Cycle	20.4	22.0	43.3	35.0	35.0

Source: KGI Securities Research

Profit & Loss					
Year to 31 Dec (Bt mn)	2021	2022	2023	2024F	2025F
Sales	12,404	20,646	25,296	27,097	28,452
Cost of Goods Sold	7,731	11,099	12,895	13,278	13,799
Gross Profit	4,673	9,546	12,401	13,820	14,653
Operating Expenses	3,296	3,798	4,180	4,607	4,837
Operating Profit	1,377	5,748	8,221	9,213	9,816
Net Interest	(115)	(138)	(43)	(36)	(29)
Interest Income	69	46	141	148	155
Interest Expense	184	184	184	184	184
Net Investment Income/(Loss)	(12)	(1)	(1)	-	-
Net other Non-op. Income/(Loss)	144	187	171	222	233
Net Extraordinaries	(58)	(3)	28	-	-
Pretax Income	1,527	6,053	8,610	9,665	10,290
Income Taxes	216	1,072	1,583	1,776	1,891
Net Profit	1,216	4,938	7,006	7,836	8,344
EBITDA	2,557	6,865	9,318	10,331	11,021
EPS (Bt)	1.53	6.21	8.80	9.86	10.50

Source: KGI Securities Research

Cash Flow					
Year to 31 Dec (Bt mn)	2021	2022	2023	2024F	2025F
Operating Cash Flow	3,167	5,708	6,896	10,089	9,568
Net Profit	1,216	4,938	7,006	7,836	8,344
Depreciation & Amortization	1,180	1,117	1,097	1,117	1,205
Change in Working Capital	772	(347)	(1,207)	1,136	20
Others	0	0	0	0	0
Investment Cash Flow	2,160	(3,223)	(2,429)	(4,427)	(2,057)
Net CAPEX	(987)	(1,315)	(1,668)	(2,117)	(2,205)
Change in LT Investment	3,193	(1,959)	(785)	(2,485)	(1)
Change in Other Assets	(47)	51	24	175	148
Free Cash Flow	5,327	2,485	4,467	5,662	7,511
Financing Cash Flow	1,133	1,449	1,764	2,080	2,395
Change in Share Capital	(2,366)	(2,366)	(2,366)	(2,366)	(2,366)
Net Change in Debt	3,499	3,815	4,130	4,446	4,761
Change in Other LT Liab.	0	0	0	0	0
Net Cash Flow	6,460	3,933	6,231	7,742	9,906

Source: KGI Securities Research

Rates	of	Return	on	Invested	Capital
Nates	v.	IV <del>e</del> tui II	VII.	IIIV E3 LEU	Capitai

Year	1	COGS	Depreciation		Operating Exp.		Operating
rear	1	Revenue	Revenue	+	Revenue	_ =	Margin
2021		62.3%	9.5%		26.6%		1.6%
2022		53.8%	5.4%		18.4%		22.4%
2023		51.0%	4.3%		16.5%		28.2%
2024F		49.0%	4.1%		17.0%		29.9%
2025F		48.5%	4.2%		17.0%		30.3%
Year	1/ -	Working Capital	Net PPE	_	Other Assets		Capital
rear	1/ -	Revenue	Revenue	т.	Revenue	_	Turnover
2021		0.4	0.0		0.0		2.7
2022		0.6	0.0		0.0		1.7
2023		0.4	0.0		0.0		2.3
2024F		0.5	0.0		0.0		2.2
2025F		0.4	0.0		0.0		2.4
Year		Operating	x Capital	x	Cash	=	After-tax Return
ieai		Margin	^ Turnover	^	Tax Rate		on Inv. Capital
2021		1.6%	2.7		86%		3.7%
2022		22.4%	1.7		82%		31.8%
2023		28.2%	2.3		82%		52.1%
2024F		29.9%	2.2		82%		53.0%

2.4

Source: KGI Securities Research

2025F

30.3%

58.7%



## **Bumrungrad Hospital – Recommendation & target price history**



Date	Rating	Target	Price
17-Jan23	Outperform	250	213
21-Apr23	Outperform	270	242
11-Jul23	Outperform	270	219
22-Aug23	Outperform	300	259
11-Jan24	Outperform	300	235
24-Apr24	Outperform	300	227
2-Jul24	Outperform	300	244
	-		

Source: KGI Securities Research



## Company's ESG details

#### **Environment**

- The company established an electricity savings working team as part to help reduce electricity consumption at the hospital and office buildings of Bumrungrad, as well as saving the world's energy consumption.
- Bumrungrad installed its first renewable energy power system in the form of a solar photovoltaic system on the rooftop of Building A under the Power Purchase Agreement (PPA) in 2023.
- > The company will work systematically on reducing carbon and GHG emissions throughout the company and its subsidiaries through setting targets and its operations.

#### Social

- Every year, the company mandates all staff to attend mandatory courses, e.g., basic life support, fire safety, infectious prevention and control, during orientation training or as a refresher course, as well as more complex training to caregivers on related and required safety and health hazard specific courses.
- > Bumrungrad adheres to a fair and equal treatment policy based on its corporate governance code and human rights principles.
- > On Bumrungrad's 43rd anniversary, the Bumrungrad Run for Health 2023 presented by the Bumrungrad Hospital Foundation was organized to bring the entire Bumrungrad family, i.e., patients, relatives, employees, partner organizations, and the public.

#### Governance

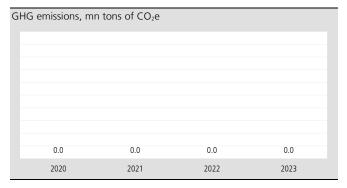
The company maintains annual "Excellent" CG scoring From Thai Institute of Directors Association (IOD).

#### **Climate Management (Subset of Environment)**

- The company aims to drive efficiency across all aspects of its business reducing the company's carbon footprint, energy usage, water consumption and waste.
- > The company started to implement an OR Setback plan to reduce energy use while continuing to meet all regulations for ORs.
- > Bumrungrad encourages its employees to separate waste, refuse the purchase of products comprising materials that are hazardous to the environment, expand the lifetime of equipment, and turn single-use packaging into biodegradable materials through an efficient waste segregation system.
- > The team determined that the best first step was to restrict flow on existing faucets, toilets and showers in the hospital and office buildings of Bumrungrad to reduce water consumption.
- > Bumrungrad works with a third party certified on wastewater quality inspection by looking into such values as biochemical oxygen demand (BOD), suspended solids (SS), dissolved solids (TDS), pH, grease and oil on a monthly basis.

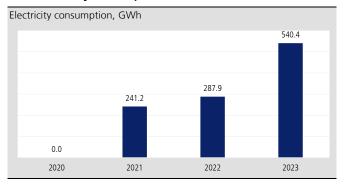


#### **Total GHG emissions**



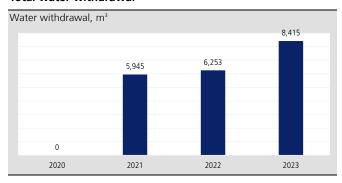
Source: Company data, SETSMART, KGI Securities Research

### **Total electricity consumption**



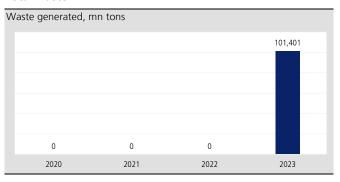
Source: Company data, SETSMART, KGI Securities Research

#### Total water withdrawal



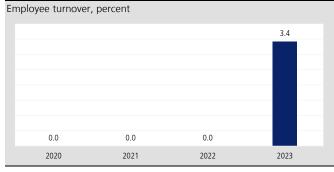
Source: Company data, SETSMART, KGI Securities Research

#### **Total waste**



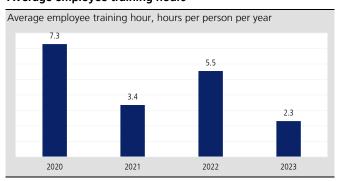
Source: Company data, SETSMART, KGI Securities Research

## **Employee turnover**



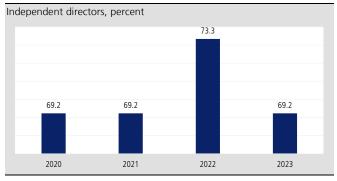
Source: Company data, SETSMART, KGI Securities Research

## Average employee training hours



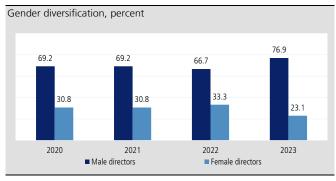
Source: Company data, SETSMART, KGI Securities Research

## Proportion of independent directors



Source: Company data, SETSMART, KGI Securities Research

## **Gender diversification of directors**



Source: Company data, SETSMART, KGI Securities Research



## **SET ESG Ratings**

Stock	Company name	SET ESG Ratings	Stock	Company name	SET ESG Ratings
ADVANC	ADVANCED INFO SERVICE	AAA	KTC	KRUNGTHAI CARD	AAA
AMATA	AMATA CORPORATION	AAA	LH	LAND AND HOUSES	Α
AOT	AIRPORTS OF THAILAND	Α	MAJOR	MAJOR CINEPLEX GROUP	AA
AP	AP (THAILAND)	AA	MEGA	MEGA LIFESCIENCES	Α
BAFS	BANGKOK AVIATION FUEL SERVICES PCL.	AA	MINT	MINOR INTERNATIONAL	AA
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN	AA	MTC	MUANGTHAI CAPITAL	Α
BANPU	BANPU	AAA	OR	PTT OIL AND RETAIL BUSINESS	AAA
BBGI	BBGI	AA	ORI	ORIGIN PROPERTY	AA
BBL	BANGKOK BANK	AA	OSP	OSOTSPA	AA
всн	BANGKOK CHAIN HOSPITAL	AA	PLANB	PLAN B MEDIA	AA
ВСР	BANGCHAK CORPORATION	AAA	PSH	PRUKSA HOLDING	BBB
BCPG	BCPG	AA	PTT	PTT	AAA
BDMS	BANGKOK DUSIT MEDICAL SERVICES	AA	PTTEP	PTT EXPLORATION AND PRODUCTION	AAA
BEM	BANGKOK EXPRESSWAY AND METRO	AA	PTTGC	PTT GLOBAL CHEMICAL	AAA
BGRIM	B.GRIMM POWER	AAA	RATCH	RATCH GROUP	AA
BPP	BANPU POWER	AAA	RBF	R&B FOOD SUPPLY	BBB
BTS	BTS GROUP HOLDINGS	AA	SAK	SAKSIAM LEASING	Α
CBG	CARABAO GROUP	Α	SAPPE	SAPPE	BBB
CENTEL	CENTRAL PLAZA HOTEL	Α	SAT	SOMBOON ADVANCE TECHNOLOGY	AA
CK	CH. KARNCHANG	Α	SAWAD	SRISAWAD CORPORATION	BBB
CKP	CK POWER	AAA	SCB	SCB X	AA
сом7	COM7	Α	SCC	THE SIAM CEMENT	AAA
CPALL	CP ALL	AAA	SCCC	SIAM CITY CEMENT	AA
CPAXT	CP AXTRA	AAA	SCGP	SCG PACKAGING	AAA
CPF	CHAROEN POKPHAND FOODS	AAA	SHR	S HOTELS AND RESORTS	Α
CPN	CENTRAL PATTANA	AA	SICT	SILICON CRAFT TECHNOLOGY	Α
EGCO	ELECTRICITY GENERATING	AA	SMPC	SAHAMITR PRESSURE CONTAINER	AA
ERW	THE ERAWAN GROUP	Α	SNC	SNC FORMER	Α
GFPT	GFPT	BBB	SPALI	SUPALAI	AA
	SIAM GLOBAL HOUSE	AA	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION	Α
GPSC	GLOBAL POWER SYNERGY	AA	STGT	SRI TRANG GLOVES (THAILAND)	AAA
GULF	GULF ENERGY DEVELOPMENT	AA	TCAP	THANACHART CAPITAL	Α
HANA	HANA MICROELECTRONICS	AA	TFG	THAIFOODS GROUP	Α
HENG	HENG LEASING AND CAPITAL	Α	THCOM	THAICOM	AAA
HMPRO	HOME PRODUCT CENTER	AA	TISCO	TISCO FINANCIAL GROUP	AAA
INTUCH	INTOUCH HOLDINGS	AA	TOP	THAI OIL	AAA
IRPC	IRPC	AA	TTB	TMBTHANACHART BANK	AA
IVL	INDORAMA VENTURES	AA	UBE	UBON BIO ETHANOL	Α
KBANK	KASIKORNBANK	AAA	VGI	VGI	AA
KEX	KERRY EXPRESS (THAILAND)	BBB	WHA	WHA CORPORATION	AAA
KKP	KIATNAKIN PHATRA BANK	BBB	WHAUP	WHA UTILITIES AND POWER	AAA
KTB	KRUNG THAI BANK	AAA	ZEN	ZEN CORPORATION GROUP	AA

Source: www.setsustainability.com

**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.



## Corporate Governance Report of Thai Listed Companies

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**Companies with Excellent CG Scoring** 

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	GFPT	GFPT	SAK	SAKSIAM LEASING
ADVANC	ADVANCED INFO SERVICE	GGC	GLOBAL GREEN CHEMICALS	SAPPE	SAPPE
<b>AEONTS</b>	AEON THANA SINSAP (THAILAND)	GLOBAL	SIAM GLOBAL HOUSE	SAT	SOMBOON ADVANCE TECHNOLOGY
AMA	AMA MARINE	GPSC	GLOBAL POWER SYNERGY	SCB	SCB X
AMATA	AMATA CORPORATION	GULF	GULF ENERGY DEVELOPMENT	scc	THE SIAM CEMENT
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	sccc	SIAM CITY CEMENT
AOT	AIRPORTS OF THAILAND	HENG	HENG LEASING AND CAPITAL	SCGP	SCG PACKAGING
AP	AP (THAILAND)	HMPRO	HOME PRODUCT CENTER	SEAFCO	SEAFCO
BAFS		INTUCH		SFT	SHRINKFLEX (THAILAND)
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN	_	-	SHR	S HOTELS AND RESORTS
BANPU		ITC		SICT	SILICON CRAFT TECHNOLOGY
BBGI		IVL		SMPC	Sahamitr Pressure Container
BBL		KBANK		SNC	SNC FORMER
BCH		KCE		SNNP	Srinanaporn Marketing
BCP	BANGCHAK CORPORATION	KEX	,	SPALI	SUPALAI
BCPG		KKP		SPRC	STAR PETROLEUM REFINING
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KTB		STEC	Sino-thai engineering and construction
BEC		KTC		STGT	SRI TRANG GLOVES (THAILAND)
BEM		LH		SUN	SUNSWEET
BGRIM		LPN	-	SVI	SVI
ВН		М		TACC	T.A.C. CONSUMER
BPP		MAJOR		TCAP	THANACHART CAPITAL
BTS		MBK	l l	TFG	THAIFOODS GROUP
CBG		MEGA		THCOM	THAICOM
CENTEL		MINT		TIDLOR	NGERN TID LOR
CK		MTC		TISCO	TISCO FINANCIAL GROUP
CKP COM7	CK POWER	OR ORI		TKN TOP	Taokaenoi food & Marketing Thai oii
CPALL	COM7 CP ALL	OSP		TTB	THALOIL TMBTHANACHART BANK
CPALL		PLANB		UBE	UBON BIO ETHANOL
CPF	CHAROEN POKPHAND FOODS	PSH	l l	VGI	VGI
CPF		PTT		WHA	WHA CORPORATION
DELTA		PTTEP	l l	WHAUP	WHA UTILITIES AND POWER
	,	PTTGC		ZEN	ZEN CORPORATION GROUP
EGCO		QH	QUALITY HOUSES	ZL14	ZEN COM ONATION GROOT
ERW		RATCH	RATCH GROUP		
LIVV	THE ENAVVAIN GROOF	MAICH	NATCH GNOOF		



**Companies with Very Good CG Scoring** 

Stock	Company name	Stock	Company name	Stock	Company name
BSRC	BANGCHAK SRIRACHA	JMART	JAYMART GROUP HOLDINGS	SINGER	SINGER THAILAND
BTG	BETAGRO	NTSC	Nutrition SC	TNP	THANAPIRIYA
EKH	EKACHAI MEDICAL CARE	PQS	Premier Quality Starch	хо	EXOTIC FOOD
HUMAN	HUMANICA	PYLON	PYLON		



## Companies with Good CG Scoring

St	ock	Company name	Stock	Company name	Stock	Company name
IIC	3	I&I GROUP	SAWAD	SRISAWAD CORPORATION	SPA	SIAM WELLNESS GROUP
JN	/IT	JMT NETWORK SERVICES	SMD	SAINTMED		

## Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
AU	AFTER YOU	PJW	Panjawattana Plastic	TGE	THACHANG GREEN ENERGY
CHG	CHULARAT HOSPITAL	PLT	Pilatus Marine	TPCH	TPC POWER HOLDING
LPH	LADPRAO GENERAL HOSPITAL	PTG	PTG ENERGY	TU	THAI UNION GROUP
MENA	MENA TRANSPORT	SFLEX	STARFLEX		
<b>NETBAY</b>	NETBAY	SISB	SISB		

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	KASIKORNBANK	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	SEAFCO	SEAFCO
ВН	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
CENTEL	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

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Rating	Definition				
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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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