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KEY HIGHLIGHTS

Update

Bumrungrad Hospital (BH TB/HOLD/Bt225.00/Target: Bt225.00)

Earnings growth to falter in 3Q22 following the high base and limited capacity.

Thai Union Group (TU TB/BUY/Bt18.70/Target: Bt24.00)

Our top pick for the food sector for its attractive earnings recovery in 2023

KEY INDICES

Symbol	Close	Chg	%Chg
SET	1,599.23	(11.35)	(0.70)
SET50	963.75	(8.96)	(0.92)
Value (Btm) - SET	63,878		
Top 5 Sector			
BANK	369.82	(1.62)	(0.44)
PETRO	924.50	(24.83)	(2.62)
PROP	248.06	(1.30)	(0.52)
ENERG	24,643.03	(445.04)	(1.77)
ICT	171.00	(0.06)	(0.04)

Source: Bloomberg

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TOP VOLUME

		Chg	Volume
Symbol	Price (Bt)	(%)	('000)
PTTEP	162.00	(1.52)	16,887.4
CPALL	56.75	0.44	42,360.1
TU	18.70	6.86	114,218.7
SCB	103.50	(1.43)	19,183.6
AOT	73.00	(0.68)	25,140.3

TOP GAINERS

		Chg	Volume
Symbol	Price (Bt)	(%)	(000)
PRAKIT	13.30	29.13	3,189.5
STOWER	0.05	25.00	6,108.9
TIGER	2.34	13.59	23,633.0
STECH	2.34	12.50	19,886.0
AF	1.19	12.26	26,960.2

TOP LOSERS

Symbol	Price (Bt)	Chg (%)	Volume ('000)
TWZ	0.07	(12.50)	16,065.8
SCN	2.28	(9.52)	11,128.9
M-PAT	3.58	(7.73)	5.2
RCL	28.50	(7.32)	10,169.8
META	0.38	(7.32)	7,107.5

KEY STATISTICS

			%Ung	
Commodity	Current Price	1m	3M	YTD
Brent crude*	88.9	(13.7)	(16.7)	20.3
Dubai crude*	84.6	(15.0)	(23.1)	10.6
Baltic Dry Index	1,807.0	67.0	(17.3)	(18.5)
Gold Spot***	1,654.3	(4.8)	(9.0)	(9.6)

^{*(}US\$/bbl), *** (US\$/toz)

FOREIGN PORTFOLIO INVESTMENT IN EQUITIES (THAILAND)

Day	MTD Net	YTD Net	YTD Net
(Mil US\$)	(Mil US\$)	(Mil US\$)	YoY%
(5.5)	(563.1)	4,609.8	7,401.4

Source: Bloomberg

Foreign Exchange Rate - THB/US\$ (onshore) = 38.01 Interest Rate (%) - TH 1-day RP = 1.50

Thai Lending Rate (%)* - MLR = 5.25



COMPANY UPDATE

Bumrungrad Hospital (BH TB)

Earnings Growth To Falter In 3Q22 Following High Base And Limited Capacity

BH is expected to report another quarterly record-high 3Q22 earnings thanks to the high season of medical tourism. However, the extent of quarterly earnings growth from 2Q22 is lower due to the high base and limited bed capacity as BH is a standalone hospital. Although share price can be sustained by strong demand for defensive assets, current valuation is stretched while a recovery is not beyond market expectation. Maintain HOLD. Target price: Bt225.00.

WHAT'S NEW

- Patient volume remained strong. Bumrungrad Hospital (BH) has been seeing strong demand in both international and Thai patients as every travel restriction has been eased. Management hinted that the bed occupancy rate in 3Q22 remained mostly occupied, supported by BH's outstanding brand awareness in global context and wealthy Thai patients. Given that 3Q is generally the high season of medical tourism, we expect BH to post another record-high 3Q22 revenue following spectacular positive surprise in 2Q22.
- Growth capped by limited capacity. Nevertheless, we expect BH's revenue growth in 3Q22 to slow down on a qoq basis. The average inpatient-department (IPD) bed occupancy rate was as high as 82% in 2Q22, based on 432 beds in service (out of 580 total licensed beds). In addition, BH is undergoing a three-year bed renovation plan starting from this year as each bed will take turns to be refurbished. Together with the guidance that there is no significant capacity expansion in the imminent future, we foresee limited room for large growth from the high base in 2Q22.
- Limited benefit from relaxation of restrictions. BH would benefit from the abandonment of Thailand Pass scheme since 1 Jul 22 as the policy facilitates arrivals of international patients. Nevertheless, we estimate the magnitude from this shift to be smaller compared with the earlier easing of measures, such as the resumption of an alternative hospital quarantine (AHQ) in Oct 21 and implementation of Test & Go scheme in Nov 21 as: a) Thai hospitals made advanced appointments with recurring patients right after the announcement to ease border restrictions, and b) higher willingness to fly in for treatments despite the presence of certain restrictions that were in place compared with recreational tourists. Hence, the latest relaxations will be more beneficial to recreational tourism over medical tourism. Moreover, revenue from patients from Myanmar (6% of pre-COVID-19 historical average, 9.2% of 2Q22 revenue) may experience potential slowdown on internal crisis and faster depreciation of kyat over Thai baht.

KEY FINANCIALS

Year to 31 Dec (Btm)	2020	2021	2022F	2023F	2024F
Net turnover	12,362	12,460	19,236	20,888	22,088
EBITDA	2,588	2,706	6,368	7,094	7,558
Operating profit	1,368	1,526	5,204	5,884	6,288
Net profit (rep./act.)	1,204	1,216	4,270	4,829	5,162
Net profit (adj.)	1,200	1,221	4,270	4,829	5,162
EPS (Bt)	1.4	1.4	4.9	5.6	6.0
PE (x)	162.6	159.8	45.7	40.4	37.8
P/B (x)	9.5	10.3	9.4	8.4	7.5
EV/EBITDA (x)	66.5	63.6	27.0	24.3	22.8
Dividend yield (%)	1.4	1.4	1.4	1.4	1.4
Net margin (%)	9.7	9.8	22.2	23.1	23.4
Net debt/(cash) to equity (%)	(29.8)	(33.8)	(37.7)	(42.5)	(43.6)
Interest cover (x)	20.3	22.6	1,359.1	1,378.7	1,444.1
ROE (%)	6.3	6.8	23.5	24.0	22.8
Consensus net profit	-	-	3,887	4,505	4,923
UOBKH/Consensus (x)	-	-	1.10	1.07	1.05

Source: Bumrungrad Hospital, Bloomberg, UOB Kay Hian

HOLD

(Maintained)

Share Price	Bt227.00
Target Price	Bt225.00
Upside	-0.9%

COMPANY DESCRIPTION

Bumrungrad Hospital is one of the largest private hospitals in Bangkok and a leading healthcare provider in Southeast Asia providing premium services based on advanced healthcare technology to both local and international patients.

STOCK DATA

GICS sector	Health Care
Bloomberg ticker:	вн тв
Shares issued (m):	794.9
Market cap (Btm):	180,439.1
Market cap (US\$m):	4,708.9
3-mth avg daily t'over (US\$m): Price Performance (%)	36.4

52-week h	igh/low		Bt231.00	D/Bt133.50
1mth	3mth	6mth	1yr	YTD
5.1	26.1	40.1	56.0	61.0
Major Sh	areholder	s		%
Thai NVDF	₹		15.8	
Bangkok lı	nsurance PC		11.8	
UOB Kay I	Hian (Hong I	Kong) Limite	ed	9.1
FY22 NAV	/Share (Bt)			23.90
FY22 Net	Cash/Share	(Bt)		9.01

PRICE CHART



Source: Bloomberg

ANALYST(S)

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STOCK IMPACT

• 3Q22 net profit to slightly edge up qoq. We expect BH to post another quarterly record-high 3Q22 net profit of Bt1,226m, up 314% yoy and 5% qoq as the return of international patients continues amid the high season of medical tourism. Nonetheless, earnings growth on a qoq basis is expected to slow down from 61% qoq in 2Q22 on account of the higher base and limited bed capacity as a standalone hospital. 3Q22 gross margin is expected to be close to 2Q22's level of 46.5% as management mentioned that an increase in cost will be observable due to rising utility costs and wages from additional workforce recruited to support the strong demand. In addition, BH is also selling a small number of Moderna vaccines at a loss of Bt900/dose, which might limit margin expansion.

3Q22 RESULTS PREVIEW

Year to 31 Dec (Btm)	3Q22F	3Q21	2Q22	yoy (%)	qoq (%)
Sales	5,195	2,915	4,922	78.2%	5.6%
Gross Profit	2,416	1,101	2,282	119.5%	5.9%
EBITDA	1,793	603	1,701	197.2%	5.5%
Pre-tax Profit	1,520	342	1,436	344.3%	5.8%
Net Profit	1,226	296	1,166	314.2%	5.2%
Core Profit	1,226	256	1,162	379.2%	5.5%
EPS (Bt)	1.543	0.373	1.467	314.2%	5.2%
Gross Margin (%)	46.5%	37.8%	46.4%		
EBITDA Margin (%)	34.5%	20.7%	34.6%		
Net Margin (%)	23.6%	10.2%	23.7%		

Source: BH, UOB Kay Hian

EARNINGS REVISION/RISK

None.

VALUATION/RECOMMENDATION

• Maintain HOLD with a target price of Bt225.00 based on DCF (WACC: 7.6%, terminal growth 3.5%). The target price corresponds to 37x 2023F PE, +0.5SD to its five-year pre-COVID-19 historical average. Following a 75% increase in BH's share price since our first upgrade on 16 Sep 21 (excluding dividend income) and the fact that the share price has exceeded 2019's level, the expectations of earnings turnaround in 2022 from a low base in 2021 have been largely priced in. The exuberant share price rally was also supported by strong demand for defensive assets amid global recession fear. Although the positive momentum can last, in terms of valuation, the upside is negligible as future earnings growth is foreseen to stagnate. The positive sentiment from surging crude oil prices has been absent following the price collapse from the peak in Apr 22.

SHARE PRICE CATALYST

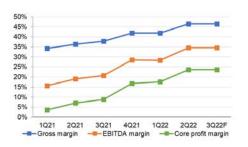
- Better-than-expected growth in revenue, revenue intensity and margin expansion from efficient cost management.
- The broad-based depreciation of Thai baht against most currencies that will facilitate inbound patients.
- New patient base, such as Vietnam, China and Saudi Arabia.

QUARTERLY EARNINGS FORECAST



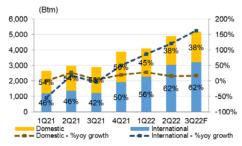
Source: BH, UOB Kay Hian

QUARTERLY MARGINS



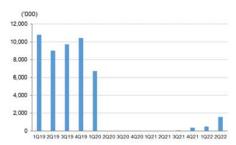
Source: BH, UOB Kay Hian

REVENUE CONTRIBUTION BY NATIONALITY



Source: BH, UOB Kay Hian

QUARTERLY NUMBER OF FOREIGN TOURISTS



Source: BOT, UOB Kay Hian



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PROFIT & LOSS					BALANCE SHEET				
Year to 31 Dec (Btm)	2021	2022F	2023F	2024F	Year to 31 Dec (Btm)	2021	2022F	2023F	2024F
Net turnover	12,460	19,236	20,888	22,088	Fixed assets	12,390	12,409	13,032	13,974
EBITDA	2,706	6,368	7,094	7,558	Other LT assets	405	651	647	648
Deprec. & amort.	1,180	1,163	1,210	1,269	Cash/ST investment	5,936	7,271	9,151	10,532
EBIT	1,526	5,204	5,884	6,288	Other current assets	2,126	3,126	3,190	3,348
Total other non-operating income	69	80	83	87	Total assets	20,857	23,457	26,020	28,502
Associate contributions	(12)	(3)	0	2	ST debt	40	33	33	34
Net interest income/(expense)	(120)	(5)	(5)	(5)	Other current liabilities	2,244	2,808	3,029	2,982
Pre-tax profit	1,462	5,277	5,962	6,372	LT debt	54	80	81	83
Tax	(216)	(955)	(1,073)	(1,147)	Other LT liabilities	901	1,154	1,149	994
Minorities	(24)	(52)	(60)	(63)	Shareholders' equity	17,286	18,998	21,284	23,902
Net profit	1,216	4,270	4,829	5,162	Minority interest	332	384	444	507
Net profit (adj.)	1,221	4,270	4,829	5,162	Total liabilities & equity	20,857	23,457	26,020	28,502
CASH FLOW					KEY METRICS				
Year to 31 Dec (Btm)	2021	2022F	2023F	2024F	Year to 31 Dec (%)	2021	2022F	2023F	2024F
Operating	3,361	5,050	6,255	6,289	Profitability				
Pre-tax profit	1,456	5,277	5,962	6,372	EBITDA margin	21.7	33.1	34.0	34.2
Tax	(216)	(955)	(1,073)	(1,147)	Pre-tax margin	11.7	27.4	28.5	28.8
Deprec. & amort.	1,180	1,163	1,210	1,269	Net margin	9.8	22.2	23.1	23.4
Associates	12	3	0	(2)	ROA	5.4	19.3	19.5	18.9
Working capital changes	767	(650)	66	(160)	ROE	6.8	23.5	24.0	22.8
Non-cash items	129	215	90	(45)					
Other operating cashflows	32	(3)	0	2	Growth				
Investing	(546)	(1,175)	(1,834)	(2,367)	Turnover	0.8	54.4	8.6	5.7
Capex (growth)	(981)	(1,182)	(1,833)	(2,211)	EBITDA	4.5	135.3	11.4	6.5
Investments	430	(92)	0	(2)	Pre-tax profit	7.0	260.8	13.0	6.9
Others	5	99	(1)	(154)	Net profit	1.0	251.2	13.1	6.9
Financing	(5,017)	(2,539)	(2,541)	(2,541)	Net profit (adj.)	1.7	249.7	13.1	6.9
Dividend payments	(2,546)	(2,544)	(2,544)	(2,544)	EPS	1.7	249.7	13.1	6.9
Issue of shares	0	0	0	0					
Proceeds from borrowings	0	18	2	2	Leverage				
Loan repayment	(2,514)	0	0	0	Debt to total capital	0.5	0.6	0.5	0.5
Others/interest paid	43	(14)	0	0	Debt to equity	0.5	0.6	0.5	0.5
Net cash inflow (outflow)	(2,203)	1,335	1,880	1,381	Net debt/(cash) to equity	(33.8)	(37.7)	(42.5)	(43.6)
Beginning cash & cash equivalent	8,138	5,936	7,271	9,151	Interest cover (x)	22.6	1,359.1	1,378.7	1,444.1
Ending cash & cash equivalent	5,936	7,271	9,151	10,532					



COMPANY UPDATE

Thai Union Group (TU TB)

Our Top Pick For The Food Sector For Its Attractive Earnings Recovery In 2023

We expect TU's 3Q22 core business to recover qoq, driven by better sales, higher gross margin and lower SGA-to-sales ratio. We are positive on TU's 2H22 earnings recovery thanks to lower cost inflation, higher ASPs and still-solid sales orders in 4Q22. Also, TU's 2023 earnings are more attractive compared with peers' as it will be able to deliver yoy earnings growth. Maintain BUY. Target price: Bt24.00.

3Q22 EARNINGS PREVIEW

Year to 31 Dec (Btm)	3Q21	2Q22	3Q22F	yoy % chg	qoq % chg
Revenue	35,539	38,946	40,025	12.6%	2.8%
Gross profit	6,391	6,772	7,164	12.1%	5.8%
SG&A/Sales	4,506	4,834	4,883	8.4%	1.0%
EBT	1,873	1,689	1,801	-3.8%	6.7%
Net profit	1,937	1,624	2,246	16.0%	38.3%
Core profit	1,544	1,768	1,771	14.7%	0.2%
Core EPS (Bt)	0.32	0.37	0.37	14.7%	0.2%
Ratio (%)					
Gross margin	18.0%	17.4%	17.9%	-0.1%	0.5%
SG&A/Sales	12.7%	12.4%	12.2%	-0.5%	-0.2%
Net profit margin	5.4%	4.2%	5.6%	0.2%	1.4%

Source: TU, UOB Kay Hian

WHAT'S NEW

- 3Q22 operations to recover qoq. We expect Thai Union Group (TU) to report 3Q22 net profit of Bt2,246b up 16% yoy and 38.3% qoq. TU's earnings before tax (EBT), excluding one-time items such as forex gains and tax-related items, should grow by 6.7% qoq but decline 3.8% yoy. The qoq improvement in operations should be backed by both sales and operating margin expansion, while the yoy softening will come mainly from Red Lobster losses and lower dividend income.
- Strong sales pick-up in 3Q22. We expect 3Q22 sales to grow by 2.8% qoq and 12.6% yoy, driven by higher ASPs, baht depreciation, and increasing sale volume. We still do not see the economic downturn having a significant impact on its EU sales, as most of TU's sales in EU are canned food, which is a necessity product. Sales of pet food and value-added products are expected to continue to expand strongly by 41% yoy following the solid demand for wet pet food as well as market expansion.

KEY FINANCIALS

Year to 31 Dec (Btm)	2020	2021	2022F	2023F	2024F
Net turnover	132,402	141,048	154,412	159,281	164,126
EBITDA	13,016	14,129	13,517	14,795	14,743
Operating profit	9,441	10,359	9,723	10,973	10,896
Net profit (rep./act.)	6,246	8,013	6,724	7,778	7,982
Net profit (adj.)	6,202	7,431	6,838	7,778	7,982
EPS (Bt)	1.3	1.6	1.4	1.6	1.7
PE (x)	13.5	11.2	12.2	10.7	10.5
P/B (x)	1.6	1.4	1.3	1.3	1.2
EV/EBITDA (x)	10.8	10.0	10.4	9.5	9.6
Dividend yield (%)	4.1	5.4	4.0	4.7	4.8
Net margin (%)	4.7	5.7	4.4	4.9	4.9
Net debt/(cash) to equity (%)	97.5	102.4	91.3	81.4	73.1
Interest cover (x)	7.5	8.2	7.4	8.5	8.7
ROE (%)	12.4	14.4	11.1	12.1	11.7
Consensus net profit	-	-	6,679	7,369	7,840
UOBKH/Consensus (x)	-	-	1.02	1.06	1.02

Source: Thai Union Group, Bloomberg, UOB Kay Hian

BUY

(Maintained)

Share Price	Bt18.70
Target Price	Bt24.00
Upside	+28.3%
(Previous TP	Bt20.00)

COMPANY DESCRIPTION

TU manufactures and exports frozen and canned seafood, including canned food, frozen food and snacks. It is also involved in pet food, value added product and animal feed.

STOCK DATA

GICS sector	Consumer Staples
Bloomberg ticker:	TU TB
Shares issued (m):	4,771.8
Market cap (Btm):	89,232.6
Market cap (US\$m):	2,411.7
3-mth avg daily t'over (US\$r Price Performance (%)	n): 9.9

52-week h	igh/low	Bt21.80/Bt15.20			
1mth	3mth	6mth	1yr	YTD	
1.2	0.0	(6.9)	(17.1)	(10.3	
Major Sh	areholder	s		%	
Chansiri F	amily		19.6		
Thai NVDI	₹		13.3		
Mitsubishi	Corporation		7.3		
FY22 NAV	//Share (Bt)		13.01		
FY22 Net	Debt/Share (11.88		

PRICE CHART



Source: Bloomberg

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Thursday, 29 September 2022

Operating margins to improve. We expect to see an improvement in both gross profit
margin and SGA-to-sales ratio in 3Q22. TU's gross profit margin is expected to come in at
17.9% in 3Q22, up from 17.4% in 2Q22, thanks to higher ASPs and lower cost pressure.
Also, 3Q22's SGA-to-sales ratio should decline on both qoq and yoy basis due to lower
freight costs. For Red Lobster, management guided that earnings should already have
bottomed. Despite higher losses yoy in 3Q22, we see some qoq improvement.

STOCK IMPACT

- Earnings recovery in 2H22-2023. We expect TU's earnings to decline by 16.1% in 2022, mainly pressured by its 1H22 earnings hiccup. However, we are still positive on TU's hoh earnings recovery in 2H22 thanks to: a) lower cost inflation pressure following softened aluminium and veg oil prices, b) the increase in ASPs which allows TU to pass on more cost to customers, and c) forward booking orders for 4Q22 remain strong. We expect 2023 net profit to grow by 15.7% on the back of its core business recovery and lower cost pressure, especially from freight cost.
- Better earnings outlook for 2023 compared with peers. TU's 2023 earnings outlook is
 more promising, as we expect TU to deliver yoy earnings growth. This compares with other
 food companies such as GFPT and CPF, which will have a high base in 2022 as they
 benefitted from higher swine and chicken prices. The market should be more positive on TU
 for its better earnings outlook next year as compared with its peers. We might also see wider
 operating margin in 1H23 as TU will benefit from higher ASPs but see lower cost inflation.

EARNINGS REVISION/RISK

 We foresee some upside to our 2022 earnings estimates. However, as there are still some uncertainties to the situation in EU, we maintain our projection to be more conservative.

VALUATION/RECOMMENDATION

• Maintain BUY with higher target price of Bt24.00 (previously Bt20.00). TU's 2H22 outlook is expected to improve on a hoh basis due to: a) the aforementioned factors, and b) we still see minimal impact from the economic downturn in EU and the US. Hence, we have re-rated TU's forward PE target to mean, which is equivalent to 15x, vs -1SD to its five-year PE band previously. Our current target of Bt24.00 is for end-23 as we believe the market is focusing more on TU's 2H22-2023 earnings recovery outlook that is more attractive than its peers.

SHARE PRICE CATALYST

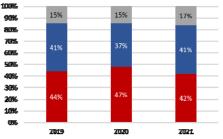
 a) Better-than-expected 2H22 earnings, b) lower cost of inflation, c) lower logistic cost pressure, d) spin-off of ITC, TU's pet food subsidiary company.

NET PROFIT AND GROWTH



Source: UOB Kay Hian

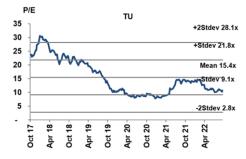
SALES CONTRIBUTION BY BUSINESS



■ Ambient seafood ■ Frozen & Chilled ■ Petrare, Value added, Other

Source: TU, UOB Kay Hian

FORWARD PE BAND



Source: Bloomberg, UOB Kay Hian



Thursday, 29 September 2022

Vear to 31 Doc (Blmn) 2021 2022F 2028F 2024F Vear to 31 Doc (Blmn) 2021 2022F 2023F 2024F	PROFIT & LOSS					BALANCE SHEET				
EBITDA 14,129 13,517 14,795 14,743 Other LT assets 64,714 65,064 65,417 65,724 Deprec. Amort. 3,770 3,730 3,822 3,847 CasthST investment 9,023 7,676 8,946 7,066 7,076 7	Year to 31 Dec (Btm)	2021	2022F	2023F	2024F	Year to 31 Dec (Btm)	2021	2022F	2023F	2024F
Deprece & amort	Net turnover	141,048	154,412	159,281	164,126	Fixed assets	27,027	27,234	27,412	27,564
Perfect	EBITDA	14,129	13,517	14,795	14,743	Other LT assets	64,714	65,064	65,417	65,774
Total arber non-operating income	Deprec. & amort.	3,770	3,793	3,822	3,847	Cash/ST investment	9,023	7,676	8,946	9,766
Associate contributions (145) (795) (243) 25 ST debt (21,153) 10,567 16,117 21,017 Net Interest Income/(expense) (1,730) (1,838) (1,743) (1,099) Other current liabilities (23,328) 24,788 25,66 25,864 Pre-tax profit (8,484 7,090) (1,771) (1,123) (1,099) Other current liabilities (23,328) (24,788) 25,66 25,864 Pre-tax profit (8,484 7,090) (1,771) (1,123) (1,153) Other LT liabilities (1,048) (1,048) (1,074) (1,072	EBIT	10,359	9,723	10,973	10,896	Other current assets	65,840	64,832	66,230	67,801
Net interest income/(expense) 1,730 1,838 1,743 1,699 0 1 1 1 1 1 1 1 1 1	Total other non-operating income	0	0	0	0	Total assets	166,604	164,806	168,005	170,905
Pre-tax profit 8,484 7,090 8,987 9,23 LT debt 45,622 53,803 46,753 40,040 Tax (795) (177) (1,123) (1,153) Other LT liabilities 10,687 10,794 10,902 11,011 Mont profit 8,013 6,724 7,778 7,982 Minority inferest 2,894 2,819 2,734 2,646 Net profit (adj.) 7,431 6,838 7,778 7,982 Total liabilities & equity 166,604 164,806 168,005 170,905 CASH FLOW Vear to 31 Dec (Blm) 2021 2022F 2023F 2024F Year to 31 Dec (%) 2021 2022F 2023F 2024F Operating 6,292 12,111 10,467 10,609 Profitability 10 46 5,6 5,6 Operating 6,292 12,111 10,47 7,788 7,982 EBITDA margin 10 46 5,6 5 6 5,6 10 6 6	Associate contributions	(145)	(795)	(243)	25	ST debt	24,153	10,567	16,117	21,067
Tax (795) (177) (1,123) (1,153) Other LT liabilities 10,687 10,794 10,902 11,101 Minorities (259) (75) (85) (88) Shareholders' equity 59,319 62,065 66,231 70,276 Net profit (adj.) 8,013 6,724 7,778 7,982 Minority interest 2,894 2,819 2,734 2,646 Net profit (adj.) 7,431 6,838 7,778 7,982 Total liabilities & equity 166,604 164,00 168,005 170,905 CASH FLOW KEY METRICS Year to 31 Dec (%t) 2021 2022 * 2024 * 2024 * 2022 * 2024 * 2024 * 2022 * 2024 *<	Net interest income/(expense)	(1,730)	(1,838)	(1,743)	(1,699)	Other current liabilities	23,928	24,758	25,267	25,864
Minorities C59 C75 C85 C85 C86 Shareholders equity S9.319 62.065 66.231 70.276 Net profit 8,013 6,724 7,778 7,982 Minority Interest 2,894 2,819 2,734 2,646 Net profit (adj.) 7,431 8,838 7,778 7,982 Total liabilities & equity 166,664 164,06 168,005 170,005	Pre-tax profit	8,484	7,090	8,987	9,223	LT debt	45,622	53,803	46,753	40,040
Net profit 1,000	Tax	(795)	(177)	(1,123)	(1,153)	Other LT liabilities	10,687	10,794	10,902	11,011
CASH FLOW	Minorities	(259)	(75)	(85)	(88)	Shareholders' equity	59,319	62,065	66,231	70,276
CASH FLOW Year to 31 Dec (Btm) 2021 2022F 2023F 2024F Year to 31 Dec (%) 2021 2022F 2023F 2024F Year to 31 Dec (%) 2021 2022F 2023F 2024F Year to 31 Dec (%) 2021 2022F 2023F 2024F Year to 31 Dec (%) 2021 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2023F 2024F Year to 31 Dec (%) 2021F 2022F 2024F Year to 31 Dec (%) 2021F 2022F 2024F Year to 31 Dec (%) 2024F 2022F 2024F 2024F Year to 31 Dec (%) 2024F 2022F 2024F Year to 31 Dec (%) 2024F 2022F 2024F Year to 31 Dec (%) 2024F 2024F 2024F Year to 31 Dec (%) 2024F 2024F Year to	Net profit	8,013	6,724	7,778	7,982	Minority interest	2,894	2,819	2,734	2,646
Year to 31 Dec (Btm) 2021 2028F 2028F Year to 31 Dec (%) 2021 2028F 2024F Operating 6,292 12,111 10,467 10,668 Profitability 10 8.8 9.3 9.0 Tax (883) 3,773 3,722 3,847 Net margin 6.0 4.6 5.6 5.6 Deprec. & amort. 3,770 3,733 3,822 3,847 Net margin 5.2 4.1 4.7 4.7 Associates 0 0 0 0 ROA 5.2 4.1 4.7 4.4 Working capital changes (7,339) 1,594 (1,33) (1,222) ROE 14.4 11.1 12.1 11.7 Non-cash items 1,732 0 0 0 GO GO GO Turnover 6.5 9.5 3.2 3.0 Ober coperating cashflows 0 0 0 0 Gowth 18.0 0 9.0 6.0 18.0	Net profit (adj.)	7,431	6,838	7,778	7,982	Total liabilities & equity	166,604	164,806	168,005	170,905
Operating 6,292 12,111 10,467 10,608 Profitability Pre-lax profit 9,013 6,724 7,778 7,982 EBITDA margin 10.0 8.8 9,3 9,0 Tax (883) 0 0 0 Pre-lax margin 6.0 4.6 5.6 5.6 Deprec. & amort. 3,770 3,793 3,822 3,847 Net margin 5.7 4.4 4.9 4.9 Associates 0 0 0 ROA 5.2 4.1 4.7 4.7 Working capital changes (7,339) 1,594 (1,133) (1,222) ROE 14.4 11.1 12.1 11.7 Non-cash items 1,732 0 0 0 Foe 1.0 1.1 12.1 11.7 <td>CASH FLOW</td> <td></td> <td></td> <td></td> <td></td> <td>KEY METRICS</td> <td></td> <td></td> <td></td> <td></td>	CASH FLOW					KEY METRICS				
Pre-lax profit 9,013 6,724 7,778 7,982 EBITDA margin 10.0 8.8 9,3 9,0 Tax (883) 0 0 0 Pre-lax margin 6.0 4.6 5.6 5.6 Deprec. & amort. 3,770 3,793 3,822 3,847 Net margin 5.7 4.4 4.9 4.9 Associates 0 0 0 0 ROA 5.2 4.1 4.7 4.7 Working capital changes 1,732 0 0 0 6 Forether Non-cash items 1,732 0 0 0 Growth 11.1 12.1 11.7 12.1 11.7	Year to 31 Dec (Btm)	2021	2022F	2023F	2024F	Year to 31 Dec (%)	2021	2022F	2023F	2024F
Tax (883) 0 0 Pre-lax margin 60 4.6 5.6 5.6 Deprec & amort. 3,770 3,783 3,822 3,847 Net margin 5.7 4.4 4.9 4.9 Associates 0 0 0 ROA 5.2 4.1 4.7 4.7 Working capital changes (7,339) 1,594 (1,133) (1,222) ROE 14.4 11.1 12.1 11.7 Non-cash items 1,732 0 0 0 Cowth 1.7 11.7	Operating	6,292	12,111	10,467	10,608	Profitability				
Deprec. & amort. 3,770 3,793 3,822 3,847 Net margin 5.7 4.4 4.9 4.4 Associates 0 0 0 ROA 5.2 4.1 4.7 4.7 Working capital changes (7,339) 1,594 (1,133) (1,22) ROE 14.4 11.1 12.1 11.7 Non-cash items 1,732 0 0 0 Growth <td< td=""><td>Pre-tax profit</td><td>9,013</td><td>6,724</td><td>7,778</td><td>7,982</td><td>EBITDA margin</td><td>10.0</td><td>8.8</td><td>9.3</td><td>9.0</td></td<>	Pre-tax profit	9,013	6,724	7,778	7,982	EBITDA margin	10.0	8.8	9.3	9.0
Associates 0 0 0 0 0 0 ROA ROA 5.2 4.1 4.7 4.7 Working capital changes (7,339) 1,594 (1,133) (1,222) ROE 14.4 11.1 12.1 11.7 Non-cash items 1,732 0 0 0 0	Tax	(883)	0	0	0	Pre-tax margin	6.0	4.6	5.6	5.6
Working capital changes (7,339) 1,594 (1,133) (1,222) ROE 14.4 11.1 12.1 11.7 Non-cash items 1,732 0 0 0 6 6 6 14.4 11.1 12.1 11.7 Other operating cashflows 0 0 0 6 Growth 6.5 9.5 3.2 3.0 Capex (growth) (4,174) (4,000) (4,000) (4,000) EBITDA 8.5 (4,3) 9.5 (3.2 3.0 Capex (growth) (4,174) (4,000) 0 0 Pre-tax profit 18.0 (16.4) 26.8 2.6 Investments (3,099) 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Horrisgon 4,53 (9,459) (5,197) (5,788) (5,208) 18.0 18.0 18.0 18.	Deprec. & amort.	3,770	3,793	3,822	3,847	Net margin	5.7	4.4	4.9	4.9
Non-cash items 1,732 0 0 Growth Investing (8,104) (4,000) (4,000) (4,000) Turnover 6.5 9.5 3.2 3.0 Capex (growth) (4,174) (4,000) (4,000) EBITDA 8.5 (4.3) 9.5 3.2 3.0 Capex (maintenance) 0 0 0 Pre-tax profit 18.0 (16.1) 15.7 2.6 Investments (3,099) 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788) Leverage 15.7 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 17.6	Associates	0	0	0	0	ROA	5.2	4.1	4.7	4.7
Other operating cashflows 0 0 0 Growth Investing (8,104) (4,000) (4,000) (4,000) Turnover 6.5 9.5 3.2 3.0 Capex (growth) (4,174) (4,000) (4,000) EBITDA 8.5 (4.3) 9.5 (0.3) Capex (maintenance) 0 0 0 Pre-tax profit 18.0 (16.4) 26.8 2.6 Investments (3,099) 0 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788) Leverage 15.2 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to total capital	Working capital changes	(7,339)	1,594	(1,133)	(1,222)	ROE	14.4	11.1	12.1	11.7
Investing (8,104) (4,000) (4,000) (4,000) (4,000) Turnover 6.5 9.5 3.2 3.0 Capex (growth) (4,1774) (4,000) (4,000) EBITDA 8.5 (4.3) 9.5 (0.3) Capex (maintenance) 0 0 0 Pre-tax profit 18.0 (16.4) 26.8 2.6 Investments (3,099) 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,179) (5,788) Leverage 19.8 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Chers/interest paid	Non-cash items	1,732	0	0	0					
Capex (growth) (4,174) (4,000) (4,000) (4,000) EBITDA 8.5 (4.3) 9.5 (0.3) Capex (maintenance) 0 0 0 0 Pre-tax profit 18.0 (16.4) 26.8 2.6 Investments (3,099) 0 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Financing (831) 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788) Everage 19.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Chers/interest paid <td< td=""><td>Other operating cashflows</td><td>0</td><td>0</td><td>0</td><td>0</td><td>Growth</td><td></td><td></td><td></td><td></td></td<>	Other operating cashflows	0	0	0	0	Growth				
Capex (maintenance) 0 0 Pre-tax profit 18.0 (16.4) 26.8 2.6 Investments (3,099) 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788)	Investing	(8,104)	(4,000)	(4,000)	(4,000)	Turnover	6.5	9.5	3.2	3.0
Investments (3,099) 0 0 Net profit 28.3 (16.1) 15.7 2.6 Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788)	Capex (growth)	(4,174)	(4,000)	(4,000)	(4,000)	EBITDA	8.5	(4.3)	9.5	(0.3)
Proceeds from sale of assets 0 0 0 Net profit (adj.) 19.8 (8.0) 13.8 2.6 Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788)	Capex (maintenance)	0	0	0	0	Pre-tax profit	18.0	(16.4)	26.8	2.6
Others (831) 0 0 0 EPS 19.8 (8.0) 13.8 2.6 Financing 4,583 (9,459) (5,197) (5,788) Leverage Very case Very case Very case Very case Very case 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Loan repayment 0 0 0 Net debt/(cash) to equity 102.4 91.3 81.4 73.1 Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.946	Investments	(3,099)	0	0	0	Net profit	28.3	(16.1)	15.7	2.6
Financing 4,583 (9,459) (5,197) (5,788) Dividend payments (3,947) (3,978) (3,612) (3,937) Leverage Issue of shares 0 0 0 Debt to total capital 52.9 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Loan repayment 0 0 0 Net debt/(cash) to equity 102.4 91.3 81.4 73.1 Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.946 <td>Proceeds from sale of assets</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>Net profit (adj.)</td> <td>19.8</td> <td>(8.0)</td> <td>13.8</td> <td>2.6</td>	Proceeds from sale of assets	0	0	0	0	Net profit (adj.)	19.8	(8.0)	13.8	2.6
Dividend payments (3,947) (3,978) (3,612) (3,937) Leverage Issue of shares 0 0 0 Debt to total capital 52.9 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Loan repayment 0 0 0 Net debt/(cash) to equity 102.4 91.3 81.4 73.1 Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.946	Others	(831)	0	0	0	EPS	19.8	(8.0)	13.8	2.6
Issue of shares 0 0 0 Debt to total capital 52.9 49.8 47.7 45.6 Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Loan repayment 0 0 0 Net debt/(cash) to equity 102.4 91.3 81.4 73.1 Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.946	Financing	4,583	(9,459)	(5,197)	(5,788)					
Proceeds from borrowings 11,543 (5,405) (1,500) (1,763) Debt to equity 117.6 103.7 94.9 87.0 Loan repayment 0 0 0 Net debt/(cash) to equity 102.4 91.3 81.4 73.1 Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.946	Dividend payments	(3,947)	(3,978)	(3,612)	(3,937)	Leverage				
Loan repayment 0 0 0 0 Net debt/(cash) to equity 102.4 91.3 81.4 73.1 Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.946 8.94	Issue of shares	0	0	0	0	Debt to total capital	52.9	49.8	47.7	45.6
Others/interest paid (3,013) (75) (85) (88) Interest cover (x) 8.2 7.4 8.5 8.7 Net cash inflow (outflow) 2,771 (1,347) 1,270 820 8.2 8.2 7.4 8.5 8.7 Beginning cash & cash equivalent 6,019 9,023 7,676 8,946 8.946 <	Proceeds from borrowings	11,543	(5,405)	(1,500)	(1,763)	Debt to equity	117.6	103.7	94.9	87.0
Net cash inflow (outflow) 2,771 (1,347) 1,270 820 Beginning cash & cash equivalent 6,019 9,023 7,676 8,946 Changes due to forex impact 232 0 0 0	Loan repayment	0	0	0	0	Net debt/(cash) to equity	102.4	91.3	81.4	73.1
Beginning cash & cash equivalent 6,019 9,023 7,676 8,946 Changes due to forex impact 232 0 0 0	Others/interest paid	(3,013)	(75)	(85)	(88)	Interest cover (x)	8.2	7.4	8.5	8.7
Changes due to forex impact 232 0 0 0	Net cash inflow (outflow)	2,771	(1,347)	1,270	820					
	Beginning cash & cash equivalent	6,019	9,023	7,676	8,946					
Ending cash & cash equivalent 9,023 7,676 8,946 9,766	Changes due to forex impact	232	0	0	0					
	Ending cash & cash equivalent	9,023	7,676	8,946	9,766					



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