

**Bangkok Dusit Medical**Bangkok Dusit Medical Services  
Public Company Limited**BDMS**Bloomberg BDMS TB  
Reuters BDMS.BK**Better positioned vs peers**

We are optimistic about BDMS, which has near-term catalysts to support a share price increase: seasonally strong earnings and a stronger position than peers that will drive core earnings to a record high in 3Q24. BDMS is our top pick in the Healthcare Services sector. Outperform with end-2024 DCF TP at Bt36/share.

**Catalyst #1: Peak season with 3Q24 expected at a record high.** 3Q is normally the high season for the Healthcare Services sector, driven by seasonal illnesses (Thai patient services) and better Thai tourism (international patient services). Preliminarily, we estimate BDMS' core profit at Bt4.3-4.4bn, growing YoY and QoQ to a new high.

**Catalyst #2: 3Q24 revenue growth to outpace BH.** Driving BDMS' earnings in 3Q24 is higher revenue. In July-August, revenue grew ~10% YoY, in-line with the company's 2024 target (10-12% growth) and accelerating from 7% YoY growth in 2Q24, on stronger revenue from international patient services (we estimate growth in the mid-teens). Assuming this continues in September, BDMS will outpace BH in terms of revenue growth in 3Q24. BH's management targets single-digit revenue growth in 3Q24 which we believe reflects normalizing operations and lower gain from the price increase (effective price increase was 6% in 1H24, dropping to 4% in 2H24).

**Catalyst #3: Limited impact from SC services compared to RJH, BCH and CHG.** For the rest of the year, private hospitals participating in SC services are facing an overhang due to a potential budget shortfall in 2024 for high-cost care (RW>2). Some, such as BCH, will conservatively lower the rate used to record SC payment for high-cost care (RW>2) in 4Q24, reducing earnings in that quarter. To address this overhang, private hospitals participating in SC services and the Social Security Office are working to find a solution, perhaps guaranteeing payments to match the increase in demand. A resolution is expected this year before private hospitals sign contracts for 2025 SC services. We see limited impact on BDMS as SC services account for only ~2% of its revenue (BDMS provides SC services at 11 of its hospitals), far below RJH at 51% of revenue, BCH at 33% and CHG at 29%.

**Action & recommendation.** Over the past month, BDMS share price has risen 7%, aligning with the SET. We are optimistic about BDMS and see near-term catalysts from seasonally strong earnings and a stronger position than peers that will drive core earnings to a record high in 3Q24. BDMS is thus our top pick in the Healthcare Services sector. We rate it as Outperform with an end-2024 DCF TP at Bt36/share (WACC at 7.1% and LT growth at 3%).

**Risks.** We are keeping an eye on the global economic slowdown and geopolitical risk that may cause clients to delay elective medical care and make it inconvenient for international patients to come to Thailand for treatment. However, we see this risk as diluted by BDMS' large revenue base from Thai patients and its diversified portfolio of international patient services. We see ESG risk as patient safety (S): BDMS has adopted a variety of quality assurance systems to provide continuous patient care.

**Forecasts and valuation**

Year to 31 Dec	Unit	2022	2023	2024F	2025F	2026F
Revenue	(Btmn)	88,535	97,077	104,408	111,556	117,453
EBITDA	(Btmn)	23,021	24,957	27,381	29,402	31,197
Core profit	(Btmn)	12,606	14,375	16,182	17,481	18,747
Reported profit	(Btmn)	12,606	14,375	16,182	17,481	18,747
Core EPS	(Bt)	0.79	0.90	1.02	1.10	1.18
DPS	(Bt)	0.60	0.70	0.79	0.85	0.91
P/E, core	(x)	35.0	30.7	27.3	25.2	23.5
EPS growth, core	(%)	63.0	14.0	12.6	8.0	7.2
P/BV, core	(x)	4.9	4.6	4.5	4.3	4.1
ROE	(%)	13.9	14.9	16.1	16.7	17.2
Dividend yield	(%)	2.2	2.5	2.8	3.1	3.3
EV/EBITDA	(x)	19.7	18.1	16.4	15.3	14.4
EBITDA growth	(%)	30.6	8.4	9.7	7.4	6.1

Source: InnovestX Research

**Tactical: OUTPERFORM**

(3-month)

**Stock data**

Last close (Sep 4) (Bt)	27.75
Target price (Bt)	36.00
Mkt cap (Btbn)	441.00
Mkt cap (US\$m)	12,978

Beta	L
Mkt cap (% SET)	2.61
Sector % SET	5.38
Shares issued (mn)	15,892
Par value (Bt)	0.10
12-m high / low (Bt)	30 / 25
Avg. daily 6m (US\$m)	31.11
Foreign limit / actual (%)	30 / 26
Free float (%)	66.7
Dividend policy (%)	≥ 50

**Share performance**

(%)	1M	3M	12M
Absolute	6.7	0.9	2.8
Relative to SET	(0.4)	(1.1)	16.5

Source: SET, InnovestX Research

**2023 Sustainability/ ESG Score**

SET ESG Ratings	AA
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**ESG Bloomberg Rank in the sector**

ESG Score Rank	1/23
Environmental Score Rank	1/23
Social Score Rank	1/23
Governance Score Rank	1/23

**ESG comment**

BDMS has the highest ESG score in the sector and it is clear on its focus on sustainability with committed targets for environment, social, and governance criteria

Source: Bloomberg Finance L.P.

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### Value proposition

BDMS is Thailand's largest private hospital operator (57 hospitals with over 8,500 beds) and is one of the top five private hospital operators in the world by market capitalization. It is placing itself to get in on rising demand for quality healthcare and to provide the entire spectrum of healthcare service, from preventive (wellness business) to curative and rehabilitative.

### Business outlook

In 2024, we estimate core earnings at Bt16bn, growing 13%, based on 8% revenue growth (vs. BDMS' target of 10-12%) and EBITDA margin of 24.9%, which is in the high range of its target of 24-25%, backed by growing international patient services, rising revenue from Centers of Excellence (providing a high EBITDA margin) and better asset utilization through enlarging the private insurance segment and increasing patients covered by social security.

Private hospitals are focusing on the EEC area (Chonburi, Rayong and Chachoengsao), where demand for healthcare is increasing in tandem with economic activities. BDMS has the strongest presence in EEC with 11 hospitals and is expanding. In Chonburi, it plans to add more beds at *Bangkok Pattaya* and *Jomtien Hospital* (from 400 to ~600 beds). It plans to open a new hospital, *Phayathai Bowin*, in 2025. This will be a 220-bed greenfield hospital with the first phase offering 59 beds. In Rayong, BDMS plans to bring beds up to ~600 from 374.

Besides the bed expansion, BDMS has actively expanded into non-hospital businesses including digital health services, setting up the Genomic Center and investing in *BDMS Silver Wellness & Residence*, a mixed-use project (clinic, hotel and residential) for the wellness business. Although the non-hospital businesses are still small at 4-5% of revenue, BDMS sees opportunity for growth from broadening its scope of services and expects revenue from non-hospital businesses to reach 20% of revenue in the future.

Bullish views	Bearish views
1. Sound fundamentals, providing the entire spectrum of healthcare, from preventive (wellness business) to curative and rehabilitative. 2. Strong financial health	1. Concern about competition.

### Key catalysts

Factor	Event	Impact	Comment
Near-term earnings outlook	3Q24F earnings momentum	+YoY and +QoQ	3Q is normally the high season for healthcare services, driven by seasonal illnesses (Thai patient services) and better Thai tourism (international patient services). Preliminarily, we estimate core profit at Bt4.3-4.4bn, growing YoY and QoQ to a new high.
Factors to be aware of in 2024	Growth potential in EEC	Positive	We are positive toward the health demand in EEC and because of the area's low bed supply, do not expect a significant impact from intense competition. BDMS has the strongest presence in EEC with 11 hospitals and is expanding.
Factors to be aware of in 2024	Global economic slowdown and geopolitical risk	Negative	In 2023 revenue from international patient services recovered to above pre-COVID-19 level, accounting for 27% of revenue. We are keeping an eye on the global economic slowdown and geopolitical risk that may cause delays in elective medical care and make it inconvenient for international patients to seek treatment abroad.

### Sensitivity analysis

Factor	Earnings impact	TP impact
1ppt change in hospital revenue	2-3%	Bt0.7/share (2%)

## Our view on ESG

BDMS is clear on its focus on sustainability with committed targets for environment, social, and governance criteria through material process and procedure, setting out a strategy and guidelines for all stakeholders and reviewing risks covering current and future healthcare business.

## ESG Disclosure Score

<b>Bloomberg ESG Score</b>	<b>60.12 (2023)</b>
Rank in Sector	1/23

<b>CG Rating</b>	<b>DJSI</b>	<b>SETESG</b>	<b>SET ESG Ratings</b>	
BDMS	5	Yes	Yes	AA

Source: Thai Institute of Directors (IOD), SET

## Environmental Issue (E)

- BDMS intends to accomplish net zero emissions in 2050. It has adopted circular economy principles on energy and resource management.
- BDMS has set direction and sustainability goals in 2050 to increase the recycling of non-hazardous waste to 50% while promoting plastic container recycling and the use of biodegradable containers. In 2023, it utilized 24.46% of its non-hazardous waste.
- In the medium term, by 2030, BDMS targets reducing greenhouse gas emissions by at least 30% from the base year of 2022. In 2023, the company cut greenhouse gas emissions 24.05% from the base year of 2022.
- We believe that BDMS' environmental plans will improve energy efficiency and minimize the environmental impact of its business activities through better design processes, management, clean energy, and high-efficiency equipment and technology.

## Social Issue (S)

- In 2023, BDMS Medical Affairs Office set up BDMS Mandatory Courses. These courses encompass the group's Code of Conduct and good practices for physicians and dentists, including PDPA, informed consent, and other relevant laws to ensure physician awareness of insured patients as well as to communicate and foster an understanding of correct medical practices.
- BDMS set up a Quality Improvement and Patient Safety Plan Procedure to enhance the satisfaction and convenience of clients, employees and physicians, ensuring the wellbeing and trust of patients, including their family members. This handbook also includes assessment and adjustment of the corporate governance structure and management in line with JCI, HA standards and other related regulations. Performance must be reported at a minimum on a quarterly basis to the appropriate committee.
- We see ESG risk for healthcare service sector as patient safety and BDMS has adopted a variety of quality assurance systems to provide continuous patient care.

## Governance Issue (G)

- BDMS Board of Directors has set up a corporate governance policy for executives, committee members and employees as operational guidelines.
- BDMS appointed a standardization and compliance committee to ensure all subsidiary hospitals operate in line with quality policies, patient safety plans and corporate strategy.
- In 2023, BDMS reviewed the Supplier Code of Conduct in the area of labor practices, non-discrimination and anti-harassment in the organization. In addition, it adheres to strict business integrity as well as ensuring green procurement and management to enable continued development throughout the supply chain. The company additionally does follow-up on supplier performance through an evaluation system to ensure compliance with the Supplier Code of Conduct.
- As of December 31, 2023, there were 15 directors in total, consisting of 7 executive directors (47% of all directors), 2 non-executive directors (13% of all directors) and 6 independent directors (40% of all directors). We view the structure as appropriate as independent directors are no fewer than one-third of the Board of Director members.
- The chairman is an independent director.
- Major shareholders control ~20% of total issued and paid-up shares.

## ESG Disclosure Score

	<b>2023</b>	<b>2023</b>
<b>ESG Disclosure Score</b>	<b>58.92</b>	<b>60.12</b>
<b>Environment</b>	<b>54.27</b>	<b>56.00</b>
Emissions Reduction Initiatives	No	No
Climate Change Policy	Yes	Yes
GHG Scope 1 ('000 metric tonnes)	8.67	33.69
GHG Scope 2 Location-Based ('000 metric tonnes)	95.94	208.85
Energy Efficiency Policy	Yes	Yes
Total Energy Consumption ('000 metric tonnes)	194.45	497.08
Waste Reduction Policy	Yes	Yes
Total Waste ('000 metric tonnes)	9.05	13.23
Water Policy	Yes	Yes
Total Water Withdrawal ('000 cubic meters)	249.84	435.79
<b>Social</b>	<b>37.06</b>	<b>37.06</b>
Human Rights Policy	Yes	Yes
Consumer Data Protection Policy	Yes	Yes
Pct Women in Workforce (%)	82.63	82.75
Lost Time Incident Rate - Employees (per 100 employees)	0.00	0.98
Number of Employees - CSR (persons)	36,880	40,495
Total Hours Spent by Firm - Employee Training (hours)	437,209	1,417,320
<b>Governance</b>	<b>83.59</b>	<b>83.59</b>
Size of the Board (persons)	18	17
Board Meeting Attendance Pct (%)	97	100
Number of Independent Directors (persons)	7	7
% Independent directors to total board members	39	41
Board Duration (Years)	3	3

Source: Bloomberg Finance L.P.

## Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance. To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see [ESG Disclosure Score Model in Bloomberg](#).

## Financial statement

### Profit and Loss Statement

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total revenue	(Btmn)	79,630	65,166	71,541	88,535	97,077	104,408	111,556	117,453
Cost of goods sold	(Btmn)	54,277	46,371	49,462	58,329	63,412	68,285	73,162	76,852
<b>Gross profit</b>	<b>(Btmn)</b>	<b>25,354</b>	<b>18,795</b>	<b>22,079</b>	<b>30,205</b>	<b>33,665</b>	<b>36,123</b>	<b>38,394</b>	<b>40,600</b>
SG&A	(Btmn)	17,447	14,161	15,029	17,655	19,806	20,417	21,271	22,147
Other income	(Btmn)	11,882	5,187	4,050	4,521	5,250	5,742	6,024	6,342
Interest expense	(Btmn)	929	871	728	632	547	503	423	303
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>18,860</b>	<b>8,950</b>	<b>10,373</b>	<b>16,440</b>	<b>18,563</b>	<b>20,946</b>	<b>22,724</b>	<b>24,493</b>
Corporate tax	(Btmn)	3,873	2,751	2,103	3,227	3,755	4,231	4,590	4,948
Equity a/c profits	(Btmn)	1,022	273	21	42	89	94	99	103
Minority interests	(Btmn)	(492)	(435)	(554)	(648)	(522)	(627)	(752)	(902)
<b>Core profit</b>	<b>(Btmn)</b>	<b>9,560</b>	<b>6,037</b>	<b>7,736</b>	<b>12,606</b>	<b>14,375</b>	<b>16,182</b>	<b>17,481</b>	<b>18,747</b>
Extra-ordinary items	(Btmn)	5,957	1,177	200	0	0	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>15,517</b>	<b>7,214</b>	<b>7,936</b>	<b>12,606</b>	<b>14,375</b>	<b>16,182</b>	<b>17,481</b>	<b>18,747</b>
EBITDA	(Btmn)	18,032	14,982	17,622	23,021	24,957	27,381	29,402	31,197
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>0.61</b>	<b>0.38</b>	<b>0.49</b>	<b>0.79</b>	<b>0.90</b>	<b>1.02</b>	<b>1.10</b>	<b>1.18</b>
Net EPS (Bt)	(Bt)	0.99	0.46	0.50	0.79	0.90	1.02	1.10	1.18
DPS (Bt)	(Bt)	0.55	0.55	0.45	0.60	0.70	0.79	0.85	0.91

### Balance Sheet

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total current assets	(Btmn)	16,325	30,013	24,401	27,799	23,545	17,036	18,596	20,103
Total fixed assets	(Btmn)	78,440	81,313	79,689	81,860	87,025	90,226	93,675	97,351
<b>Total assets</b>	<b>(Btmn)</b>	<b>133,662</b>	<b>136,050</b>	<b>128,454</b>	<b>141,543</b>	<b>143,596</b>	<b>139,884</b>	<b>144,490</b>	<b>149,269</b>
Total loans	(Btmn)	24,316	20,701	15,672	15,998	10,499	4,000	4,000	4,000
Total current liabilities	(Btmn)	19,263	11,220	15,862	20,616	18,433	14,951	15,492	15,917
Total long-term liabilities	(Btmn)	24,099	20,594	15,596	15,498	9,499	4,000	4,000	4,000
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>46,480</b>	<b>44,588</b>	<b>40,689</b>	<b>47,830</b>	<b>44,723</b>	<b>37,243</b>	<b>37,784</b>	<b>38,208</b>
Paid-up capital	(Btmn)	1,589	1,589	1,589	1,589	1,589	1,589	1,589	1,589
<b>Total equity</b>	<b>(Btmn)</b>	<b>87,182</b>	<b>91,463</b>	<b>87,765</b>	<b>93,713</b>	<b>98,872</b>	<b>102,641</b>	<b>106,706</b>	<b>111,061</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>5.33</b>	<b>5.59</b>	<b>5.28</b>	<b>5.66</b>	<b>5.99</b>	<b>6.22</b>	<b>6.47</b>	<b>6.74</b>

### Cash Flow Statement

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Core Profit	(Btmn)	9,560	6,037	7,736	12,606	14,375	16,182	17,481	18,747
Depreciation and amortization	(Btmn)	5,752	6,413	6,321	5,950	5,848	5,932	6,255	6,400
Operating cash flow	(Btmn)	14,546	11,681	14,561	20,266	20,778	21,107	22,915	24,490
Investing cash flow	(Btmn)	2,818	12,385	(4,763)	(5,901)	(7,754)	(8,353)	(8,925)	(9,396)
Financing cash flow	(Btmn)	(17,701)	(9,096)	(18,531)	(12,631)	(17,897)	(19,420)	(13,415)	(14,392)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(337)</b>	<b>14,970</b>	<b>(8,733)</b>	<b>1,734</b>	<b>(4,873)</b>	<b>(6,665)</b>	<b>575</b>	<b>702</b>

### Key Financial Ratios

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Gross margin	(%)	31.8	28.8	30.9	34.1	34.7	34.6	34.4	34.6
Operating margin	(%)	9.9	7.1	9.9	14.2	14.3	15.0	15.3	15.7
EBITDA margin	(%)	21.5	21.7	23.3	24.7	24.4	24.9	25.0	25.2
EBIT margin	(%)	24.9	16.9	15.8	19.3	19.7	20.5	20.7	21.1
Net profit margin	(%)	19.5	11.1	11.1	14.2	14.8	15.5	15.7	16.0
ROE	(%)	11.9	6.8	8.6	13.9	14.9	16.1	16.7	17.2
ROA	(%)	7.2	4.5	5.8	9.3	10.1	11.4	12.3	12.8
Net D/E	(x)	0.3	(0.0)	0.1	0.1	0.0	0.0	0.0	(0.0)
Interest coverage	(x)	19.4	17.2	24.2	36.4	45.7	54.4	69.5	103.0
Debt service coverage	(x)	1.6	13.8	2.5	2.0	4.5	54.4	69.5	103.0
Payout Ratio	(%)	55.8	120.0	90.1	75.6	77.4	77.4	77.4	77.4

### Main Assumptions

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Revenue by nationality									
International	(%)	30.0	21.0	18.0	24.0	27.4	28.6	29.9	30.4
Thai	(%)	70.0	79.0	82.0	76.0	72.6	71.4	70.1	69.6

## Financial statement

### Profit and Loss Statement

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Total revenue	(Btmn)	22,825	22,568	23,084	23,141	25,473	25,379	25,526	24,694
Cost of goods sold	(Btmn)	14,979	14,752	15,122	15,432	16,469	16,389	16,736	16,664
<b>Gross profit</b>	<b>(Btmn)</b>	<b>7,846</b>	<b>7,816</b>	<b>7,962</b>	<b>7,709</b>	<b>9,003</b>	<b>8,990</b>	<b>8,790</b>	<b>8,030</b>
SG&A	(Btmn)	4,496	4,933	4,633	4,876	5,106	5,191	4,893	5,146
Other income	(Btmn)	1,179	1,306	1,267	1,285	1,282	1,417	1,461	1,435
Interest expense	(Btmn)	154	169	164	134	122	126	113	111
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>4,374</b>	<b>4,020</b>	<b>4,432</b>	<b>3,983</b>	<b>5,057</b>	<b>5,091</b>	<b>5,246</b>	<b>4,208</b>
Corporate tax	(Btmn)	824	806	882	812	1,025	1,035	1,042	756
Equity a/c profits	(Btmn)	16	10	34	13	21	22	13	14
Minority interests	(Btmn)	(181)	(111)	(117)	(120)	(163)	(123)	(143)	(131)
<b>Core profit</b>	<b>(Btmn)</b>	<b>3,386</b>	<b>3,113</b>	<b>3,468</b>	<b>3,063</b>	<b>3,890</b>	<b>3,954</b>	<b>4,074</b>	<b>3,335</b>
Extra-ordinary items	(Btmn)	0	0	0	0	0	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>3,386</b>	<b>3,113</b>	<b>3,468</b>	<b>3,063</b>	<b>3,890</b>	<b>3,954</b>	<b>4,074</b>	<b>3,335</b>
EBITDA	(Btmn)	6,018	5,673	6,025	5,563	6,649	6,720	6,835	5,822
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>0.21</b>	<b>0.20</b>	<b>0.22</b>	<b>0.19</b>	<b>0.24</b>	<b>0.25</b>	<b>0.26</b>	<b>0.21</b>
Net EPS (Bt)	(Bt)	0.21	0.20	0.22	0.19	0.24	0.25	0.26	0.21

### Balance Sheet

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Total current assets	(Btmn)	27,074	27,799	30,419	23,705	23,295	23,545	26,663	23,545
Total fixed assets	(Btmn)	79,490	81,860	82,002	82,695	83,919	87,025	87,915	87,025
<b>Total assets</b>	<b>(Btmn)</b>	<b>133,875</b>	<b>141,543</b>	<b>144,509</b>	<b>138,662</b>	<b>139,893</b>	<b>143,596</b>	<b>147,954</b>	<b>143,792</b>
Total loans	(Btmn)	15,997	15,998	14,498	10,498	12,498	10,499	8,999	0
Total current liabilities	(Btmn)	22,966	20,616	21,941	18,477	20,732	18,433	18,008	18,433
Total long-term liabilities	(Btmn)	13,497	15,498	11,498	9,498	9,498	9,499	7,999	1,500
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>43,586</b>	<b>47,830</b>	<b>47,928</b>	<b>43,610</b>	<b>46,278</b>	<b>44,723</b>	<b>44,514</b>	<b>44,701</b>
Paid-up capital	(Btmn)	1,589	1,589	1,589	1,589	1,589	1,589	1,589	1,589
<b>Total equity</b>	<b>(Btmn)</b>	<b>90,289</b>	<b>93,713</b>	<b>96,581</b>	<b>95,051</b>	<b>93,614</b>	<b>98,872</b>	<b>103,441</b>	<b>99,091</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>5.41</b>	<b>5.66</b>	<b>5.88</b>	<b>5.78</b>	<b>5.67</b>	<b>5.99</b>	<b>6.27</b>	<b>6.01</b>

### Cash Flow Statement

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Core Profit	(Btmn)	3,386	3,113	3,468	3,063	3,890	3,954	4,074	3,335
Depreciation and amortization	(Btmn)	1,490	1,484	1,429	1,446	1,470	1,503	1,477	1,503
Operating cash flow	(Btmn)	3,660	7,077	6,005	5,476	5,346	3,951	7,565	4,901
Investing cash flow	(Btmn)	(1,966)	(535)	(508)	(1,857)	(3,134)	(2,255)	(2,388)	(2,138)
Financing cash flow	(Btmn)	(4,980)	(4,468)	(1,679)	(9,662)	(4,440)	(2,116)	(1,700)	(6,955)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(3,285)</b>	<b>2,075</b>	<b>3,817</b>	<b>(6,043)</b>	<b>(2,227)</b>	<b>(421)</b>	<b>3,477</b>	<b>(4,193)</b>

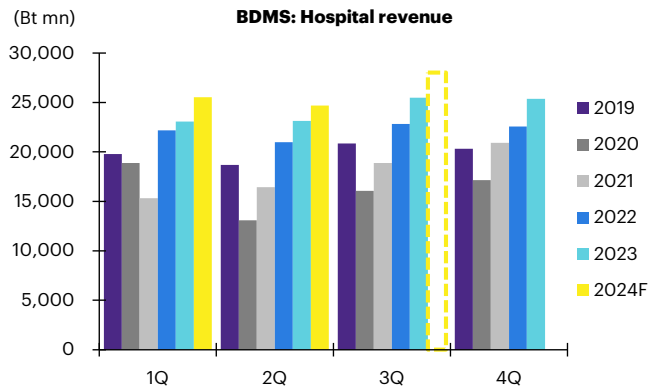
### Key Financial Ratios

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Gross margin	(%)	34.4	34.6	34.5	33.3	35.3	35.4	34.4	32.5
Operating margin	(%)	14.7	12.8	14.4	12.2	15.3	15.0	15.3	11.7
EBITDA margin	(%)	25.1	23.8	24.7	22.8	24.9	25.1	25.3	22.3
EBIT margin	(%)	19.8	18.6	19.9	17.8	20.3	20.6	21.0	17.5
Net profit margin	(%)	14.8	13.8	15.0	13.2	15.3	15.6	16.0	13.5
ROE	(%)	14.5	13.9	14.8	14.0	15.1	14.9	16.3	15.3
ROA	(%)	9.6	9.3	10.1	9.6	10.2	10.1	11.1	10.5
Net D/E	(x)	0.1	0.1	(0.0)	0.0	0.0	0.0	(0.0)	(0.0)
Interest coverage	(x)	39.1	33.6	36.7	41.5	54.4	53.2	60.7	52.7
Debt service coverage	(x)	3.0	3.7	3.9	7.3	5.3	8.9	18.9	52.7

### Main Assumptions

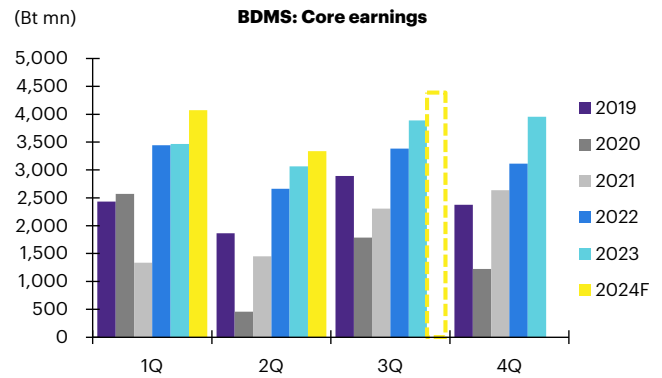
FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Revenue by nationality									
International	(%)	24.0	27.0	29.5	26.0	26.0	28.0	30.0	27.0
Thai	(%)	76.0	73.0	70.5	74.0	74.0	72.0	70.0	73.0

**Figure 1: BDMS' quarterly revenue**



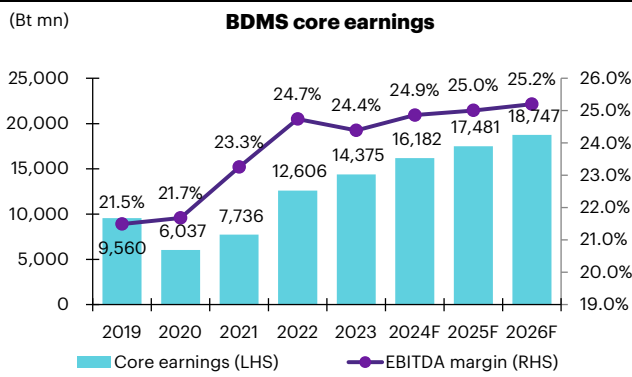
Source: InnovestX Research

**Figure 2: BDMS' quarterly earnings**



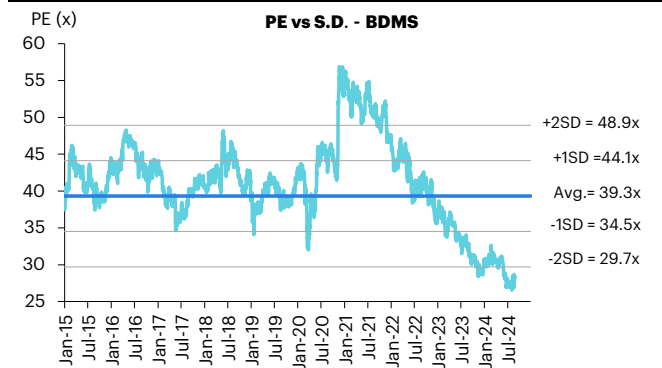
Source: InnovestX Research

**Figure 3: BDMS earnings forecast**



Source: InnovestX Research

**Figure 4: BDMS PE band**



Source: SET and InnovestX Research

PE band since 2015, excluding 2020-21 which is an exceptional COVID-19 period

**Figure 5: Valuation summary (price as of Sep 4, 2024)**

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F
BCH	Outperform	16.40	21.0	30.2	27.4	27.1	22.8	(63.0)	1.3	18.7	3.2	3.1	3.0	11	11	12	2.1	2.2	2.7	13.8	13.6	11.5
BDMS	Outperform	27.75	36.0	32.6	30.7	27.3	25.2	14.0	12.6	8.0	4.6	4.5	4.3	15	16	17	2.5	2.8	3.1	18.1	16.4	15.3
BH	Neutral	250.00	270.0	10.0	28.7	25.6	24.4	40.0	12.2	5.1	8.3	7.1	6.2	31	30	27	1.8	2.0	2.1	22.7	17.1	15.8
CHG	Neutral	2.66	2.9	11.6	26.8	26.1	22.9	(60.7)	2.6	13.9	3.9	3.7	3.5	14	14	15	2.6	2.6	3.1	15.6	14.8	13.0
RJH	Neutral	23.00	28.0	27.4	16.4	14.6	15.0	(59.3)	13.0	(2.9)	3.4	3.2	3.1	18	20	18	5.2	5.7	5.7	11.2	10.3	10.1
<b>Average</b>					<b>26.0</b>	<b>24.1</b>	<b>22.1</b>	<b>(25.8)</b>	<b>8.3</b>	<b>8.6</b>	<b>5.0</b>	<b>4.6</b>	<b>4.2</b>	<b>18</b>	<b>18</b>	<b>18</b>	<b>2.3</b>	<b>2.4</b>	<b>2.7</b>	<b>17.5</b>	<b>15.5</b>	<b>13.9</b>

Source: InnovestX Research

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**CG Rating 2023 Companies with CG Rating  
Companies with Excellent CG Scoring**

7UP, AAV, ABM, ACE, ACG, ADB, ADD, ADVANC, AEONTS, AF, AGE, AH, AHC, AIRA, AIT, AJ, AKP, AKR, ALLA, ALT, AMA, AMARIN, AMATA, AMATAV, ANAN, AOT, AP, APCO, APCS, ARIP, ARROW, ASEFA, ASK, ASP, ASW, ATP30, AUCTION, AWC, AYUD, B, BA, BAFS, BAM, BANPU, BAY, BBGI, BBK, BBL, BC, BCH, BCP, BCPG, BDMS, BEC, BEM, BEYOND, BGC, BGRIM, BH, BIZ, BJC, BJCHI, BKI, BLA, BOL, BPP, BRI, BROOK, BRR, BTS, BTW, BWG, BYD, CBG, CENTEL, CFRESH, CHASE, CHEWA, CHG, CHOW, CIMBT, CIVIL, CK, CKP, CM, CNT, COLOR, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CRD, CSC, CSS, CV, DCC, DDD, DELTA, DEMCO, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ERW, ETC, ETE, FE, FLOYD, FN, FPI, FPT, FSX, FVC, GBX, GC, GCAP, GENCO, GFPT, GGC, GLAND, GLOBAL, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HPT, HTC, ICC, ICHI, ICN, III, ILINK, ILM, IMH, IND, INET, INTUCH, IP, IRC, IRPC, ITC, ITEL, IVL, JAS, JTS, KBANK, KCC, KCE, KEX, KKP, KSL, KTB, KTC, KTMS, KUMWEL, KUN, LALIN, LANNA, LH, LHF, LIT, LOXLEY, LPN, LRH, LST, M, MAJOR, MALEE, MATCH, MBK, MC, M-CHAI, MCOT, MEGA, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NC, NCH, NCL, NDR, NER, NKI, NOBLE, NRF, NTV, NVD, NWR, NYT, OCC, OISHI<sup>1</sup>, ONEE, OR, ORI, OSP, OTO, PAF, PATA, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PJW, PLANB, PLAT, PLUS, PM, POLY, PORT, PPP, PPS, PR9, PRG, PRINC, PRM, PRTR, PSH, PSL, PT, PTC, PTT, PTTEP, PTTGC, Q-CON, QH, QTC, RATCH, RBF, RPH, RS, RT, S, S&J, SA, SABINA, SAK, SAMART, SAMTEL, SAPPE, SAT, SBNEXT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOL, SECURE, SELIC, SENA, SENX, SFP<sup>2</sup>, SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMPC, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPCG, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STEC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SVT, SYMC, SYNEX, SYNTEC, TACC, TAE, TCAP, TCMC, TEAMG, TEGH, TFG, TFMAMA, TGE, TGH, THANA, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPH, TISCO, TK, TKN, TKS, TKT, TLI, TM, TMC, TMD, TMT, TNDT, TNITY, TNL, TNR, TOA, TOG, TOP, TPBI, TPCS, TPIPL, TPIPP, TPS, TQM, TQR, TRT, TRUE, TRV, TSC, TSTE, TSTH, TTA, TTB, TTCL, TTW, TURTLE, TVDH, TVH, TVO, TVT, TWPC, UAC, UBE, UBIS, UKEM, UP, UPF, UPOIC, UV, VCOM, VGI, VIBHA, VIH, VL, WACOAL, WGE, WHA, WHAUP, WICE, WINMED, WINNER, XPG, YUASA, ZEN

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2S, A5, AAI, AIE, ALUCON, AMR, APURE, ARIN, AS, ASIA, ASIAN, ASIMAR, ASN, AURA, BR, BSBM, BSRC, BTG, CEN, CGH, CH, CHIC, CI, CIG, CMC, COMAN, CSP, DOD, DPAINT, DV8, EFORL, EKH, ESTAR, EVER, FORTH, FSMART, FTI, GEL, GPI, HEALTH, HUMAN, IFS, INSET, IT, J, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WIJK, WIN, WP, XO

**Companies with Good CG Scoring**

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DTCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, MENA, META, MGT, MITSIB, MJD, MOSHI, MUD, NATION, NNCL, NPK, NSL, NV, OGC, PAF, PCC, PEACE, PICO, PK, PL, PLANET, PLE, PMTA, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, RABBIT, READY, RJH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC<sup>3</sup>, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, ZIGA

**Corporate Governance Report**

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2022 to 31 October 2023) is publicized.

<sup>1</sup>OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

<sup>2</sup>SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

<sup>3</sup>TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

**Anti-corruption Progress Indicator**

**Certified (ได้ผ่านการรับรอง)**

2S, AAI, ADB, ADVANC, AE, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, ASW, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BLA, BPP, BRI, BRR, BSBM, BTC, BTG, BTS, BWG, CBG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CI, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CREDIT, CSC, DCC, DELTA, DEMCO, DIMET, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ETC, ETE, FNS, FPI, FPT, FSMART, FSX, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GLOBAL, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HEALTH, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, IVL, JAS, JR, JTS, KASET, KBANK, KCAR, KCC, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, L&E, LANNA, LHF, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, MEGA, MENA, META, MFC, MFEC, MILL, MINT, MODERN, MONO, MOONG, MSC, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, NRF, NWR, OCC, OGC, OR, ORI, OSP, PAF, PATA, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RBF, RML, RS, RWI, S&J, SA, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SEAOL, SE-ED, SELIC, SENA, SENX, SFLEX, SGC, SGP, SIRI, SITHAI, SKR, SM, SMIT, SMPC, SNG, SPP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SVOA, SVT, SYMC, SYNTEC, TAE, TAKUNI, TASCOS, TCAP, TCMC, TEGH, TFG, TFI, TFMAMA, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TIPH, TISCO, TKN, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TPLAS, TRT, TRU, TRUE, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TURTLE, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UPF, UV, VCOM, VGI, VIBHA, VIH, WACOAL, WHA, WHAUP, WICE, WIJK, XO, YUASA, ZEN, ZIGA

**Declared (ประกาศเจตนาสมัคร)**

ACE, ADVICE, ALT, AMARIN, AMC, ANI, APCO, B52, BLAND, BPS, BYD, CAZ, CHASE, CHG, CV, DEXON, DITTO, ECL, EKH, EVER, FLOYD, GREEN, HL, HUMAN, ICN, IHL, IP, ITC, JDF, JMART, K, KJL, LDC, LH, LIT, MITSIB, MJD, MOSHI, NER, NEX, PLE, PLUS, POLY, PQS, PRI, PRIME, PROEN, PROUD, PRTR, PTC, RT, S, SANKO, SAWAD, SCAP, SCGD, SFT, SHR, SINGER, SINO, SIS, SJWD, SKE, SNNP, SOLAR, SONIC, SUPER, TBN, TMI, TPAC, TPP, TQM, UREKA, VNG, WELL, WIN, WPH, XPG

**N/A**  
24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALLA, ALPHAX, ALUCON, AMARC, AMR, ANAN, AOT, APEX, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCTION, AURA, BA, BBK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BKGI, BKIH, BLC, BLESS, BLISS, BM, BOL, BR, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CFARM, CGD, CH, CHAO, CHARAN, CHAYO, CHIC, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CRT, CRANE, CRD, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, EE, EFORL, EMC, ESTAR, ETL, EURO, F&D, FANCY, FE, FM, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HFT, HPT, HTECH, HYDRO, I2, IIG, IMH, IND, INGRS, INSET, IRC, IRCP, IT, ITD, ITNS, ITTHI, J, JAK, JCK, JCKH, JCT, JKN, JMT, JPARK, JSP, JUBILE, KAMART, KBS, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LEE, LEO, LOXLEY, LPH, LST, LPS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, METCO, MGC, MGI, MGT, MICRO, MIDA, MK, ML, MORE, MST, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NCT, NDR, NEO, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACO, PAF, PANEL, PCC, PEACE, PEER, PERM, PF, PHG, PICO, PIN, PJW, PLT, PMTA, POLAR, PORT, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PRO, PSG, PSP, PTL, QTCC, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWANG, SBNEXT, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SGF, SHANG, SIAM, SICT, SIMAT, SISB, SK, SKN, SKY, SLM, SLP, SMART, SMD, SMK, SMT, SO, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SRS, SSC, STANLY, STC, STEC, STECH, STHAI, STI, STP, STPI, STX, SUC, SUN, SUTHA, SVR, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UOBKH, UP, UPOIC, UTP, UVAN, VARO, VL, VPO, VRANDA, W, WARRIX, WAVE, WFX, WGE, WINDOW, WINMED, WINNER, WORK, WP, YGG, YONG, ZAA

**Explanations**

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 30, 2024) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.