

## From a rebound to a turnaround

- Margin improvement across the board were key drivers in 1Q25
- Solid lifestyle EBITDA margin confirmed OR's proven turnaround
- Maintain BUY and lifted SoTP TP to THB19.4

### Solid start for 1Q25 results

1Q25 net profit (NP) was THB4.4b, up 46% q-q and 18% y-y, supported by a stronger marketing margin (MM) to offset lower oil sales volumes. Excluding non-recurring items (THB0.1b inventory loss, THB239m derivative gain and THB77m FX loss), 1Q25 core NP was THB4.2b, up % q-q and 253% y-y due to the stronger EBITDA margin from both oil and lifestyle unit.

### Impressive margins on oil unit but weaker sales volumes

1Q25 EBITDA was THB6.5b, with THB4.15b coming from the oil unit, supported by a MM at THB1.02/litre, (vs THB0.83/litre in 4Q24 and THB1.10/litre in 1Q24). The oil sales volumes rose to 6.7b litres in 1Q25, coming from solid sales for commercial at 4.2b litres (-6% q-q, +8% y-y) due to higher export volumes and higher retail sales volume to 2.5b litres (-4% q-q, -3% y-y). The oil EBITDA margin rose to 2.5% in 1Q25 (vs 1.7% in 4Q24 and +2.6% in 1Q24) on the impact of M-1 pricing structure for jet fuel and lower net operating expenses. In 1Q25, the oil sales volume per station rose to 1.08m litres, down from 1.2m litres in 4Q24 on lower diesel and gasoline sales volumes.

### Lifestyle saw significant improvement in margins

1Q25 lifestyle EBITDA increased to THB1.8b (+10% q-q, +11% y-y) due to the q-q higher EBITDA from Café Amazon which saw a higher margin and rising number of cups sold at 104m (+1% q-q, +5% y-y) due to higher number of outlets. The EBITDA margin for lifestyle rose to 29.9% in 1Q25, up from 25.5% in 4Q24, due to divestments of loss-making businesses and lower net operating expenses from advertising, promotional, and consulting. In 1Q25 OR had a total of 4,507 Café Amazon outlets (+45 q-q) and 2,331 CVS (+23 q-q).

### Revamping strategy returned lifestyle back to its glory days

In the past 11 quarters since 3Q22, OR has proven to improve its EBITDA margins for non-oil business, which has risen from a low 19.6% in 4Q19 to average 26% in 1Q25 and sustained at 25-30% EBITDA margin, reflecting its success in revamping its non-oil business through superior cost control and growing revenue from the F&B and CVS segments. Currently, 64% of EBITDA comes from the oil business, while 27% is contributed by the lifestyle business as EBITDA from oil rose at faster rate than that of lifestyle.

### Top pick in Thai downstream oil sector

We maintain BUY and raised our SoTP TP from THB15.1 to THB19.4 as we lifted our valuation for non-oil business from 7x to 14x 2025E EV/EBITDA to reflect OR's improving non-oil margins on cost reductions and divestments of non-performing assets. With this report, we transfer coverage of OR to Suwat Sinsadok.

#### Analyst

Suwat Sinsadok, CFA, FRM, ERP  
suwat.s@globlex.co.th,  
+662 687 7026

Siriluck Pinthusoonthorn  
Siriluck@globlex.co.th,  
+662 672 5806

ESG Rating : n.a.

CG Rating : ▲▲▲▲▲

## BUY

<b>Target Price 12M (THB)</b>	<b>19.40</b>
VS. BB Consensus TP (%)	+37.2%
Share Price (THB)	14.70
Upside/Downside	+32.0%

### Share Data

Market Cap (THB m)	176,400.00
Par (THB)	10.00
Free Float (%)	23.72
Issued shares (m shares)	12,000

### Financial forecast

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	723,958	698,426	722,885	809,015
Net profit	7,650	9,898	10,225	11,079
Core net profit	7,078	9,898	10,225	11,079
vs Consensus (%)		(0.9)	(5.3)	(3.4)
Net profit growth (%)	(31.0)	29.4	3.3	8.4
Core net profit growth (%)	(36.2)	39.8	3.3	8.4
EPS (THB)	0.64	0.82	0.85	0.92
Core EPS (THB)	0.59	0.82	0.85	0.92
Chg from previous (%)		0.00	0.00	0.00
DPS (THB)	0.40	0.25	0.26	0.28
P/E (x)	20.86	17.82	17.25	15.92
P/BV (x)	1.47	1.52	1.43	1.34
ROE (%)	6.48	8.80	8.54	8.70
Dividend yield (%)	3.01	1.68	1.74	1.88

Source: Financial Statement and Globlex securities

### Share Price Performance (%)

	1M	3M	6M	YTD
Stock	22.50	30.09	(2.00)	10.53
Market	12.96	36.68	18.03	26.82
12M High/Low (THB)				18.70 / 10.10



### Major Shareholders (%) as of 25 Feb 2025

PTT Public Company Limited	75.00
Ministry of Finance	1.28

### Company Profile

The company operates an integrated oil and non-oil retailing platform both in Thailand and abroad, including the sales and distribution of petroleum products and other products in retail and commercial marketing, coffee shops, other food and beverage outlets, convenience stores and space management offerings.

Source: SETSMART, SET

## Exhibit 1: Summary of 1Q25 operations

	1Q24	4Q24	1Q25		2024	2025E	chg. (y-y%)	
	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)		(THB m)
<b>Revenue</b>	<b>177,867</b>	<b>185,971</b>	<b>182,422</b>	<b>(1.9)</b>	<b>2.6</b>	<b>723,958</b>	<b>698,426</b>	<b>(3.5)</b>
Operating costs	(171,694)	(181,084)	(175,938)	2.8	(2.5)	(709,482)	(683,021)	3.7
<b>EBITDA</b>	<b>6,173</b>	<b>4,887</b>	<b>6,484</b>	<b>32.7</b>	<b>5.0</b>	<b>14,476</b>	<b>15,405</b>	<b>6.4</b>
EBITDA margin (%)	3.5	2.6	3.6	na	na	2.0	2.2	na
Depn & amort.	(1,795)	(1,971)	(1,849)	6.2	(3.0)	(7,490)	(4,534)	39.5
EBIT	4,378	2,916	4,635	59.0	5.9	6,986	10,871	55.6
Interest expense	(340)	(297)	(263)	11.4	22.6	(1,264)	(898)	29.0
Interest & invt inc	1,253	161	495	208.3	(60.5)	2,807	1,995	(28.9)
Associates' contrib	(86)	311	204	(34.3)	336.4	271	299	10.0
Exceptionals	(449)	350	346	(1.3)	177.0	650	-	nm
<b>Pretax profit</b>	<b>4,756</b>	<b>3,440</b>	<b>5,417</b>	<b>57.4</b>	<b>13.9</b>	<b>9,450</b>	<b>12,266</b>	<b>29.8</b>
Tax	(1,033)	(439)	(1,038)	(136.2)	(0.5)	(1,801)	(2,368)	(31.5)
Tax rate (%)	21.7	12.8	19.2	na	na	19.1	19.3	na
Minority interests	0.8	(1.7)	(0.3)	82.3	(139.4)	1.0	-	nm
<b>Net profit</b>	<b>3,723</b>	<b>2,999</b>	<b>4,379</b>	<b>46.0</b>	<b>17.6</b>	<b>7,650</b>	<b>9,898</b>	<b>29.4</b>
Non-recurring	(182)	(109)	(219)	(99.7)	(19.8)	(572)	-	nm
<b>Core net profit</b>	<b>3,541</b>	<b>2,890</b>	<b>4,161</b>	<b>44.0</b>	<b>17.5</b>	<b>7,078</b>	<b>9,898</b>	<b>39.8</b>
EPS (THB)	0.31	0.25	0.36	46.0	17.6	0.59	0.82	39.8
Core EPS (THB)	0.30	0.24	0.35	44.0	17.5	0.64	0.82	29.4

Sources: OR; Globlex Research

## Exhibit 2: 1Q25 key performance

	1Q24	4Q24	1Q25	(q-q %)	(y-y %)
<b>Total sales and service (THB m)</b>	<b>177,867</b>	<b>185,904</b>	<b>182,422</b>	<b>(1.9)</b>	<b>2.6</b>
Mobility	163,788	171,154	165,635	(3.2)	1.1
Lifestyle	5,905	6,312	5,911	(6.4)	0.1
Global	12,894	12,615	14,494	14.9	12.4
Other	285	722	694	(3.9)	143.5
<b>EBITDA (THB m)</b>	<b>6,173</b>	<b>4,887</b>	<b>6,484</b>	<b>32.7</b>	<b>5.0</b>
Mobility	4,254	2,975	4,152	39.6	(2.4)
Lifestyle	1,592	1,609	1,767	9.8	11.0
Global	325	451	590	30.8	81.5
Other	28	(144)	(75)	47.9	(367.9)
<b>Share of profit/loss from investments (THB m)</b>	<b>(86)</b>	<b>311</b>	<b>204</b>	<b>(34.4)</b>	<b>337.2</b>
<b>Gain/loss on derivatives (THB m)</b>	<b>(324)</b>	<b>32</b>	<b>239</b>	<b>646.9</b>	<b>173.8</b>
<b>Gain/loss on exchange rate (THB m)</b>	<b>864</b>	<b>(154)</b>	<b>(77)</b>	<b>50.0</b>	<b>(108.9)</b>
<b>Oil</b>					
<b>Number of stations (stations)</b>					
PTT in Thailand	2,262	2,343	2,346	0.1	3.7
EV Station PluZ	835	989	1,096	10.8	31.3
LPG station	228	223	217	(2.7)	(4.8)
<b>Volume sold (m litres)</b>	<b>6,478</b>	<b>7,075</b>	<b>6,708</b>	<b>(5.2)</b>	<b>3.6</b>
Retail	2,862	2,849	2,536	(11.0)	(11.4)
Commercial	3,616	4,226	4,172	(1.3)	15.4
<b>Sales volume per station (m litres/station)</b>	<b>1.3</b>	<b>1.2</b>	<b>1.1</b>	<b>(11.1)</b>	<b>(14.6)</b>
<b>Gross profit (THB/litre)</b>	<b>1.12</b>	<b>0.83</b>	<b>1.02</b>	<b>22.9</b>	<b>(8.9)</b>
<b>Oil EBITDA margin* (%)</b>	<b>2.6</b>	<b>1.7</b>	<b>2.5</b>	<b>0.8</b>	<b>(0.1)</b>
<b>Lifestyle</b>					
<b>Number of outlets (outlets)</b>					
Café Amazon (Thailand, Myanmar, Japan, Oman, Malaysia)	4,221	4,462	4,507	1.0	6.8
Texas Chicken	101	95	0	(100.0)	(100.0)
Convenience store (Jiffy and 7-Eleven in Thailand)	2,241	2,263	2,331	3.0	4.0
<b>Café Amazon total cups sold (Thailand, Myanmar, Japan, Oman, Malaysia) (m cups)</b>	<b>99</b>	<b>103</b>	<b>104</b>	<b>1.0</b>	<b>5.1</b>
<b>Cups sold per outlet (cups/outlet)</b>	<b>23,454</b>	<b>23,084</b>	<b>23,075</b>	<b>(0.0)</b>	<b>(1.6)</b>
<b>Sales and service (THB m)</b>	<b>5,905</b>	<b>6,312</b>	<b>5,911</b>	<b>(6.4)</b>	<b>0.1</b>
Food & Beverage	3,992	4,316	3,994	(7.5)	0.1
Other non-oil	1,913	1,996	1,917	(4.0)	0.2
<b>Lifestyle EBITDA margin* (%)</b>	<b>26.9</b>	<b>25.5</b>	<b>29.9</b>	<b>4.4</b>	<b>3.0</b>

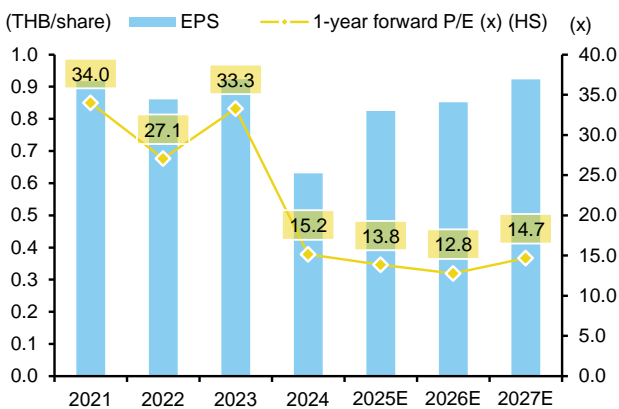
Sources: OR; Globlex Research

**Exhibit 3: SoTP valuation**

SoTP valuation	EBITDA (THB m)	EBITDA margin (%)	EV/EBITDA (x)	Valuation (THB m)	THB/shr	Comments
<b>Oil business</b>	17,921	2.3	4.6	81,874	6.8	
Retail	10,189	2.0	5.0	50,946	4.2	At 5x FY25E EV/EBITDA
Commercial	7,732	3.0	4.0	30,928	2.6	At 4x FY25E EV/EBITDA
<b>Non-oil</b>	7,968	26.1	14.0	111,552	9.3	
Food & Beverage	5,875	28.5	14.0	82,252	6.9	At 14x FY25E EV/EBITDA
Others	2,093	21.0	14.0	29,300	2.4	At 14x FY25E EV/EBITDA
<b>International</b>	2,090	3.7	8.0	16,718	1.4	At 8x FY25E EV/EBITDA
Others	114	16.9	6.0	684	0.1	At 6x FY25E EV/EBITDA
<b>Total</b>	<b>28,093</b>		<b>7.5</b>	<b>210,828</b>	<b>17.6</b>	<b>At 5.9x FY25E EV/EBITDA</b>
Net cash /(net debt)	22,165	nm	nm	22,165	1.8	FY25E net debt
<b>Total value</b>	<b>50,257</b>		<b>4.6</b>	<b>232,992</b>	<b>19.4</b>	

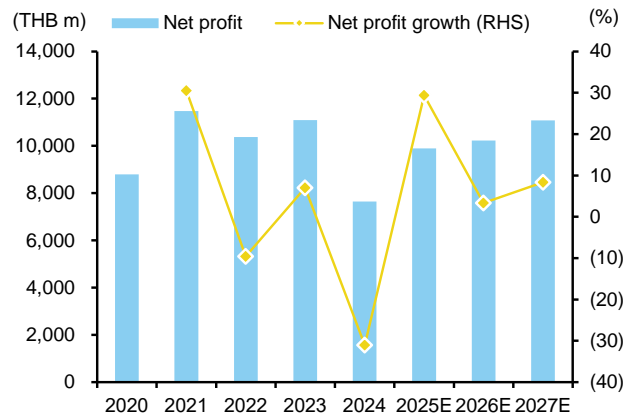
Sources: OR; Globlex Research

**Exhibit 4: EPS vs 1-yr forward P/E (THB14.7 shr price)**



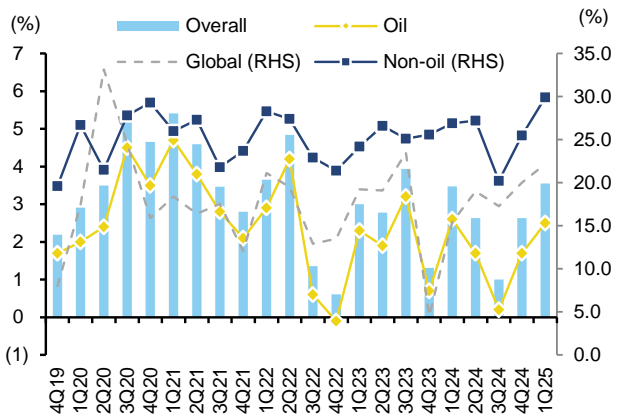
Sources: OR; Globlex Research

**Exhibit 5: Net profit vs net profit growth**



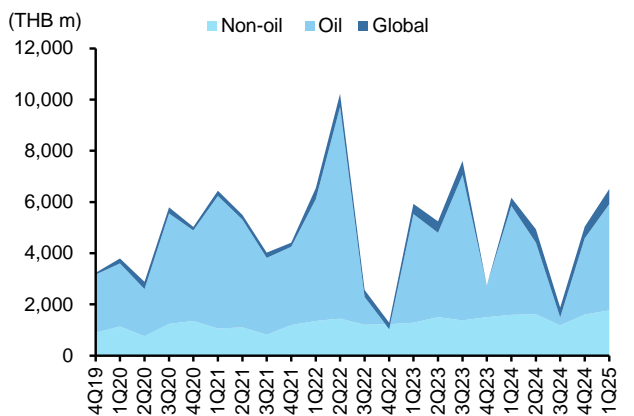
Sources: OR; Globlex Research

**Exhibit 6: EBITDA margin breakdown by segment**



Sources: OR

**Exhibit 7: EBITDA breakdown by segment**



Sources: OR

Balance sheet (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
<b>Current assets</b>					
Cash & ST investment	51,436	47,231	34,716	30,622	29,705
Account receivable	41,317	37,239	37,239	37,239	37,239
Inventories	33,152	31,060	29,924	30,930	34,634
Others	1,167	503	485	502	562
<b>Non-current assets</b>					
Net fixed assets	48,390	47,327	60,432	72,587	84,031
Others	44,774	44,133	44,133	44,133	44,133
<b>Total Assets</b>	<b>220,236</b>	<b>207,492</b>	<b>206,929</b>	<b>216,012</b>	<b>230,304</b>
<b>Current liabilities</b>					
Account payable	54,607	49,446	47,638	49,239	55,137
ST borrowing	8,838	7,552	7,552	7,552	7,552
Others	4,233	3,676	3,546	3,670	4,107
<b>Long-term liabilities</b>					
Long-term debts	16,290	10,755	5,000	5,000	5,000
Others	26,759	27,103	27,103	27,103	27,103
<b>Total liabilities</b>	<b>110,728</b>	<b>98,531</b>	<b>90,838</b>	<b>92,564</b>	<b>98,899</b>
Paid-up capital	120,000	120,000	120,000	120,000	120,000
Retained earnings	32,624	33,993	41,122	48,480	56,437
Others	(43,181)	(45,095)	(45,095)	(45,095)	(45,095)
Minority interest	65	64	64	64	64
<b>Shareholders' equity</b>	<b>109,508</b>	<b>108,961</b>	<b>116,090</b>	<b>123,449</b>	<b>131,405</b>

Profit & loss (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
<b>Revenue</b>	<b>769,224</b>	<b>723,958</b>	<b>698,426</b>	<b>722,885</b>	<b>809,015</b>
Cost of goods sold	(721,877)	(683,999)	(658,436)	(680,567)	(762,087)
<b>Gross profit</b>	<b>47,346</b>	<b>39,959</b>	<b>39,989</b>	<b>42,318</b>	<b>46,928</b>
Operating expenses	(31,398)	(25,484)	(24,585)	(25,446)	(28,478)
<b>Operating profit</b>	<b>15,948</b>	<b>14,476</b>	<b>15,405</b>	<b>16,872</b>	<b>18,450</b>
<b>EBIT</b>	<b>9,149</b>	<b>6,986</b>	<b>10,871</b>	<b>11,626</b>	<b>12,493</b>
Depreciation	(6,799)	(7,490)	(4,534)	(5,246)	(5,957)
<b>EBITDA</b>	<b>15,948</b>	<b>14,476</b>	<b>15,405</b>	<b>16,872</b>	<b>18,450</b>
<b>Non-operating income</b>	<b>5,199</b>	<b>2,807</b>	<b>1,995</b>	<b>1,442</b>	<b>1,600</b>
Other incomes	5,199	2,807	1,995	1,442	1,600
Other non-op income	-	-	-	-	-
<b>Non-operating expense</b>	<b>(337)</b>	<b>(614)</b>	<b>(898)</b>	<b>(730)</b>	<b>(730)</b>
Interest expense	(1,369)	(1,264)	(898)	(730)	(730)
Other non-op expense	1,032	650	-	-	-
<b>Equity income/(loss)</b>	<b>539</b>	<b>271</b>	<b>299</b>	<b>328</b>	<b>361</b>
<b>Pre-tax Profit</b>	<b>14,550</b>	<b>9,450</b>	<b>12,266</b>	<b>12,667</b>	<b>13,724</b>
Extraordinary items	(1,016)	-	-	-	-
Current taxation	(2,437)	(1,801)	(2,368)	(2,442)	(2,645)
Minorities	(2)	1	-	-	-
<b>Net Profit</b>	<b>11,094</b>	<b>7,650</b>	<b>9,898</b>	<b>10,225</b>	<b>11,079</b>
<b>Core net profit</b>	<b>11,086</b>	<b>7,078</b>	<b>9,898</b>	<b>10,225</b>	<b>11,079</b>
<b>EPS (THB)</b>	<b>0.92</b>	<b>0.64</b>	<b>0.82</b>	<b>0.85</b>	<b>0.92</b>
<b>Core EPS (THB)</b>	<b>0.92</b>	<b>0.59</b>	<b>0.82</b>	<b>0.85</b>	<b>0.92</b>

Key ratios					
Year ending Dec	2023	2024	2025E	2026E	2027E
<b>Growth (y-y%)</b>					
Sales	(2.6)	(5.9)	(3.5)	3.5	11.9
Operating profit	(2.8)	(9.2)	6.4	9.5	9.4
EBITDA	(2.8)	(9.2)	6.4	9.5	9.4
Net profit	7.0	(31.0)	29.4	3.3	8.4
Core net profit	7.9	(36.2)	39.8	3.3	8.4
EPS	7.0	(31.0)	29.4	3.3	8.4
Core EPS	7.9	(36.2)	39.8	3.3	8.4
<b>Profitability (%)</b>					
Gross margin	6.2	5.5	5.7	5.9	5.8
Operation margin	2.1	2.0	2.2	2.3	2.3
EBITDA margin	2.1	2.0	2.2	2.3	2.3
Net margin	1.4	1.1	1.4	1.4	1.4
ROE	10.4	6.5	8.8	8.5	8.7
ROA	3.2	2.7	4.4	4.6	4.7
<b>Stability</b>					
Interest bearing debt/equity (x)	0.2	0.2	0.1	0.1	0.1
Net debt/equity (x)	n.a.	n.a.	n.a.	n.a.	n.a.
Interest coverage (x)	6.7	5.5	12.1	15.9	17.1
Interest & ST debt coverage (x)	0.9	0.8	1.3	1.4	1.5
Cash flow interest coverage (x)	0.4	0.2	0.2	0.2	0.2
Current ratio (x)	1.9	1.9	1.7	1.6	1.5
Quick ratio (x)	1.4	1.4	1.2	1.1	1.0
Net debt (THB m)	(26,308)	(28,924)	(22,165)	(18,070)	(17,154)
<b>Activity</b>					
Asset turnover (X)	3.5	3.4	3.4	3.4	3.6
Days receivables	26.1	19.8	19.5	18.8	16.8
Days inventory	15.3	17.1	16.9	16.3	15.7
Days payable	28.1	27.8	26.9	26.0	25.0
Cash cycle days	13.4	9.2	9.5	9.1	7.5

Cash flow (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
<b>Operating cash flow</b>	<b>45,599</b>	<b>19,063</b>	<b>15,642</b>	<b>17,615</b>	<b>21,207</b>
Net profit	11,094	7,650	9,898	10,225	11,079
Depre. & amortization	6,799	7,490	4,534	5,246	5,957
Change in working capital	22,506	1,116	(784)	703	2,571
Others	5,199	2,807	1,995	1,442	1,600
<b>Investment cash flow</b>	<b>(17,339)</b>	<b>(14,930)</b>	<b>(34,802)</b>	<b>(34,802)</b>	<b>(34,802)</b>
Net CAPEX	(15,549)	(14,362)	(24,752)	(25,906)	(27,060)
Change in LT investment	(1,791)	(568)	(10,050)	(8,896)	(7,742)
Change in other assets	-	-	-	-	-
<b>Free cash flow</b>	<b>28,260</b>	<b>4,133</b>	<b>(19,160)</b>	<b>(17,187)</b>	<b>(13,595)</b>
<b>Financing cash flow</b>	<b>(14,733)</b>	<b>(8,338)</b>	<b>6,645</b>	<b>13,092</b>	<b>12,678</b>
Change in share capital	(0)	(0)	(0)	(0)	(0)
Net change in debt	8,680	6,822	5,755	-	-
Dividend paid	(6,240)	(4,800)	(2,969)	(3,067)	(3,324)
Others	(17,173)	(10,360)	3,859	16,160	16,002
<b>Net cash flow</b>	<b>13,526</b>	<b>(4,205)</b>	<b>(12,515)</b>	<b>(4,094)</b>	<b>(917)</b>
<b>Per share (THB)</b>					
EPS	0.92	0.64	0.82	0.85	0.92
Core EPS	0.92	0.59	0.82	0.85	0.92
CFPS	1.58	1.26	1.20	1.29	1.42
BVPS	9.12	9.07	9.67	10.28	10.95
Sales/share	64.10	60.33	58.20	60.24	67.42
EBITDA/share	1.33	1.21	1.28	1.41	1.54
DPS	0.52	0.40	0.25	0.26	0.28
<b>Valuation</b>					
P/E (x)	20.66	20.86	17.82	17.25	15.92
P/BV (x)	2.09	1.47	1.52	1.43	1.34
Dividend yield (%)	2.72	3.01	1.68	1.74	1.88
Dividend payout ratio (%)	56.25	62.74	30.00	30.00	30.00

## GENERAL DISCLAIMER

### Analyst Certification

Suwat Sinsadok, Register No. 020799, Globlex Securities Public Company Limited

The opinions and information presented in this report are those of the Globlex Securities Co. Ltd. Research Department. No representation or warranty in any form regarding the accuracy, completeness, correctness or fairness of opinions and information of this report is offered by Globlex Securities Co. Ltd. Globlex Securities Co. Ltd. Accepts no liability whatsoever for any loss arising from the use of this report or its contents. This report (in whole or in part) may not be reproduced or published without the express permission of Globlex Securities Co. Ltd.

## RECOMMENDATION STRUCTURE

### Stock Recommendations

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

- BUY:** Expected return of 10% or more over the next 12 months.  
**HOLD:** Expected return between -10% and 10% over the next 12 months.  
**REDUCE:** Expected return of -10% or worse over the next 12 months.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Sector Recommendations

- Overweight:** The industry is expected to outperform the relevant primary market index over the next 12 months.  
**Neutral:** The industry is expected to perform in line with the relevant primary market index over the next 12 months.  
**Underweight:** The industry is expected to underperform the relevant primary market index over the next 12 months.

### Country (Strategy) Recommendations

**Overweight:** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral:** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight:** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.