

## CENTRAL PLAZA HOTEL

THAILAND / TOURISM &amp; LEISURE

## CENTEL TB

BUY

UNCHANGED

## 1Q24 results at first glance

CENTEL รายงานกำไรปกติกระโดดเพิ่ม 20% y-y เป็น 755 ลบ. สูงกว่าที่เราคาด 14%

## Highlights

- CENTEL รายงานกำไรปกติ 1Q24 อยู่ที่ 755 ลบ. (+20% y-y, +155% q-q) สูงกว่าที่เราคาด 14% จาก EBITDA margin ที่สูงเกินคาดของธุรกิจโรงแรมที่ 42% (เทียบกับที่เราคาดไว้ที่ 38%) นอกจากนี้กำไรดังกล่าวยังสูงกว่าตัวเลขใน 1Q19 ที่ 745 ลบ.

## ธุรกิจโรงแรม

- รายได้จากธุรกิจโรงแรมโต 19% y-y ใน 1Q24 โดยได้ปัจจัยผลักดันจาก RevPAR ของโรงแรมในไทย (+20% y-y) โรงแรมในดูไบ (+24% y-y) และโรงแรมในมัลดีฟส์ (+7% y-y) RevPAR ของโรงแรมในญี่ปุ่นลดลง 13% q-q พร้อมอัตราการเข้าพัก (OCC rate) ที่ 67% (เทียบกับ 77% ใน 4Q23)

- EBITDA margin ของธุรกิจโรงแรมปรับตัวดีขึ้นเป็น 42% (เทียบกับ 40% ใน 1Q23) จากการควบคุมต้นทุนและค่าใช้จ่ายการขายและบริหารที่ดีขึ้น

- ธุรกิจโรงแรมรายงานกำไรปกติกระโดดเพิ่มเป็น 632 ลบ. (เทียบกับ 538 ลบ. ใน 1Q23) จากผลประกอบการที่ดีของโรงแรมในไทยและการฟื้นตัวของโรงแรมในมัลดีฟส์

## ธุรกิจอาหาร

- ธุรกิจอาหารรายงานรายได้โต 3% y-y ใน 1Q24 จาก SSSG ที่ 1% y-y และการขยายสาขาเพิ่ม 1% y-y
- EBITDA margin ของธุรกิจอาหารลดลงเหลือ 17% (เทียบกับ 18% ใน 1Q23) จากค่าเช่าที่สูงขึ้น อย่างไรก็ดีตัวเลขปรับตัวดีขึ้น q-q จาก 16% ใน 4Q23 จากราคาวัตถุดิบที่ลดลง
- กำไรปกติของธุรกิจอาหารกระโดดเพิ่มเป็น 124 ลบ. (เทียบกับ 91 ลบ. ใน 1Q23) จากค่าเสื่อมที่ลดลง
- กำไรปกติ 1Q24 คิดเป็น 49% ของประมาณการปี 2024 ของเราที่ 1.5 พัน ลบ.

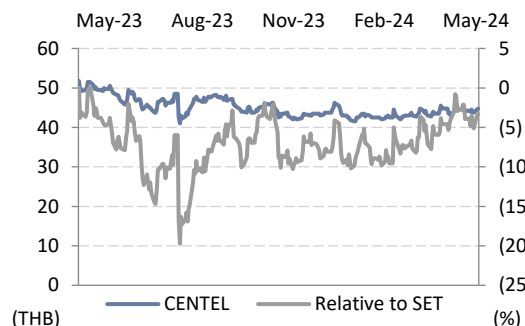
## Outlook

- เราคาดว่าผลการดำเนินงานจะปรับตัวดีขึ้น y-y ใน 2Q24 จากฐานที่ต่ำในปีก่อนและฤดูกาลท่องเที่ยวของญี่ปุ่น

TARGET PRICE	THB50.00
CLOSE	THB44.75
UP/DOWNSIDE	+11.7%
TP vs CONSENSUS	+4.3%

## KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	21,558	24,370	26,669	28,913
Net profit	1,248	1,533	1,917	2,246
EPS (THB)	0.92	1.14	1.42	1.66
vs Consensus (%)	-	(5.1)	(4.2)	(3.9)
EBITDA	4,608	5,263	5,872	6,574
Recurring net profit	1,120	1,533	1,917	2,246
Core EPS (THB)	0.83	1.14	1.42	1.66
EPS growth (%)	181.4	36.9	25.0	17.2
Core P/E (x)	53.9	39.4	31.5	26.9
Dividend yield (%)	-	1.0	1.3	1.5
EV/EBITDA (x)	18.5	16.9	15.5	14.0
Price/book (x)	3.1	2.8	2.7	2.5
Net debt/Equity (%)	122.8	129.7	131.8	129.2
ROE (%)	5.9	7.5	8.8	9.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.0	5.3	(18.6)
Relative to country (%)	1.4	5.9	(7.7)
Mkt cap (USD m)	1,648		
3m avg. daily turnover (USD m)	2.6		
Free float (%)	76		
Major shareholder	Tiang Chirathivat Real Estate (5%)		
12m high/low (THB)	55.50/40.75		
Issued shares (m)	1,350.00		

Sources: Bloomberg consensus; FSSIA estimates



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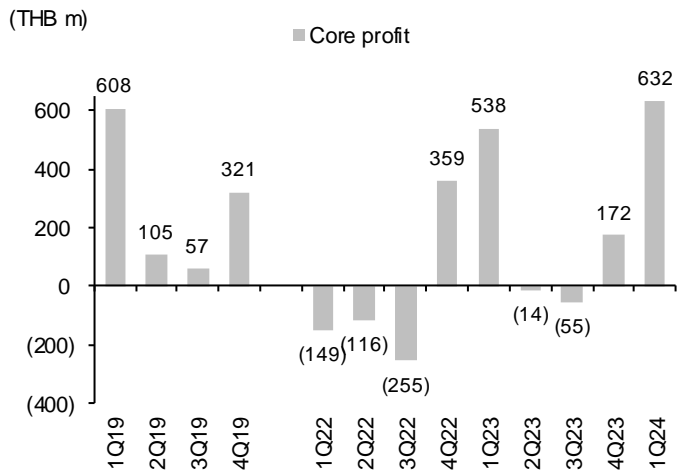
บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 15 พฤษภาคม 2024

## Exhibit 1: CENTEL – 1Q24 results summary

	1Q23	2Q23	3Q23	4Q23	1Q24	----- Change -----		2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(y-y %)
<b>Sales</b>	<b>5,530</b>	<b>5,061</b>	<b>5,212</b>	<b>5,755</b>	<b>6,104</b>	<b>6</b>	<b>10</b>	<b>24,370</b>	<b>13</b>
- Hotel operations	2,520	1,895	2,158	2,520	3,003	19	19	10,658	17
- Food and beverage	3,010	3,166	3,054	3,235	3,101	(4)	3	13,712	10
COGS (Incl. depreciation)	(3,049)	(3,045)	(3,121)	(3,397)	(3,335)	(2)	9	(14,017)	11
<b>Gross profit</b>	<b>2,481</b>	<b>2,016</b>	<b>2,091</b>	<b>2,358</b>	<b>2,769</b>	<b>17</b>	<b>12</b>	<b>10,353</b>	<b>16</b>
SG&A	(1,837)	(1,762)	(1,850)	(1,912)	(1,893)	(1)	3	(8,199)	11
<b>Operating profit</b>	<b>644</b>	<b>254</b>	<b>241</b>	<b>446</b>	<b>875</b>	<b>96</b>	<b>36</b>	<b>2,154</b>	<b>36</b>
Net other income	275	111	140	179	218	22	(21)	580	(18)
Interest income	59	79	64	84	68	(20)	15	464	62
Interest expense	(186)	(273)	(280)	(268)	(259)	(3)	40	(1,201)	19
<b>Pretax profit</b>	<b>792</b>	<b>170</b>	<b>164</b>	<b>441</b>	<b>901</b>	<b>104</b>	<b>14</b>	<b>1,996</b>	<b>27</b>
Income Tax	(84)	(81)	(56)	(156)	(117)	(25)	39	(399)	6
Share profit from associates	7	7	7	(20)	7	(136)	3	1	(101)
Share profit from JV	(34)	3	(62)	30	(6)	(120)	(82)		
Minority interest	(52)	22	20	2	(30)	(1,355)	(42)	(64)	688
<b>Core profit</b>	<b>629</b>	<b>121</b>	<b>74</b>	<b>297</b>	<b>755</b>	<b>155</b>	<b>20</b>	<b>1,533</b>	<b>37</b>
Extraordinaries, GW & FX	0	0	0	128				0	(100)
<b>Reported net profit</b>	<b>629</b>	<b>121</b>	<b>74</b>	<b>425</b>	<b>755</b>	<b>78</b>	<b>20</b>	<b>1,533</b>	<b>23</b>
Shares out (end Q, m)	1,350	1,350	1,350	1,350	1,350	0	0	1,350	0
<b>Pre-ex EPS</b>	<b>0.47</b>	<b>0.09</b>	<b>0.05</b>	<b>0.22</b>	<b>0.56</b>	<b>155</b>	<b>20</b>	<b>1.14</b>	<b>37</b>
<b>EPS</b>	<b>0.47</b>	<b>0.09</b>	<b>0.05</b>	<b>0.31</b>	<b>0.56</b>	<b>78</b>	<b>20</b>	<b>1.14</b>	<b>23</b>
COGS Excl. depreciation	(2,328)	(2,276)	(2,345)	(2,739)	(2,581)	(6)	11	(10,908)	14
Depreciation	(721)	(769)	(776)	(757)	(754)	(0)	5	(3,109)	3
EBITDA	1,647	1,140	1,163	1,362	1,855	36	13	5,263	14
<b>Key ratios</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin	45	40	40	41	45	4	0	42	1
SG&A/Revenue	33	35	36	33	31	(2)	(2)	34	(0)
Hotel EBITDA margin	40	30	26	34	42	8	3	32	(1)
Food EBITDA margin	18	19	18	16	17	1	(1)	19	1
Total EBITDA margin	29	23	22	25	30	5	1	22	0
Net profit margin	11	2	1	7	12	5	1	6	1
<b>Operating stats</b>									
<b>Hotel</b>									
OCC -Maldives (%)	89	56	70	72	92				
OCC -Thailand (%)	76	65	68	70	76				
OCC -Dubai (%)	83	82	77	82	90				
OCC -Japan (%)	0	0	67	77	67				
ARR - Maldives (THB)	16,151	12,361	9,558	14,030	16,640				
ARR - Thailand (THB)	4,461	3,901	3,984	4,509	5,408				
ARR - Dubai (THB)	6,444	6,226	5,493	8,322	7,441				
ARR - Japan (THB)			6,176	7,094	7,045				
RevPAR - Maldives (THB)	14,295	6,896	6,685	10,127	15,237				
RevPAR - Thailand (THB)	3,407	2,545	2,715	3,149	4,092				
RevPAR - Dubai (THB)	5,374	5,094	4,217	6,840	6,686				
RevPAR - Japan (THB)			4,126	5,457	4,740				
<b>Food</b>									
SSSG (y-y %)	8	5	0	2	1				
TSSG (y-y %)	15	10	4	5	3				

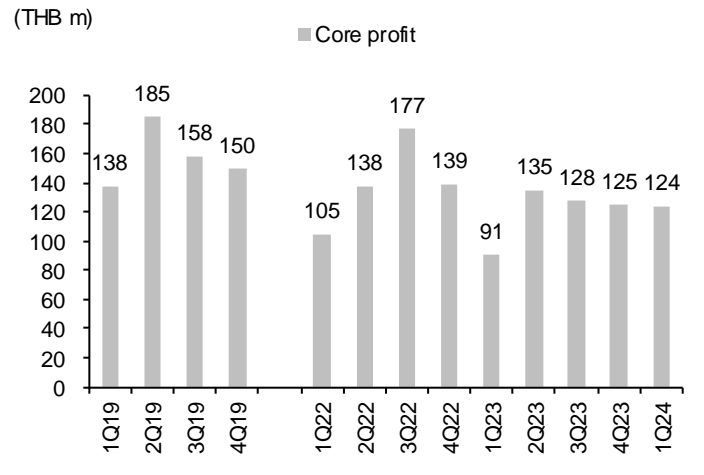
Sources: CENTEL; FSSIA estimates

**Exhibit 2: Hotel business core profit**



Source: CENTEL

**Exhibit 3: Food business core profit**



Source: CENTEL

## Financial Statements

### Central Plaza Hotel

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	17,502	21,558	24,370	26,669	28,913
Cost of goods sold	(10,494)	(12,612)	(14,017)	(15,129)	(16,152)
<b>Gross profit</b>	<b>7,008</b>	<b>8,946</b>	<b>10,353</b>	<b>11,540</b>	<b>12,761</b>
Other operating income	-	-	-	-	-
Operating costs	(6,400)	(7,361)	(8,199)	(8,946)	(9,670)
<b>Operating EBITDA</b>	<b>3,741</b>	<b>4,608</b>	<b>5,263</b>	<b>5,872</b>	<b>6,574</b>
Depreciation	(3,133)	(3,023)	(3,109)	(3,278)	(3,482)
Goodwill amortisation	-	-	-	-	-
<b>Operating EBIT</b>	<b>608</b>	<b>1,585</b>	<b>2,154</b>	<b>2,594</b>	<b>3,092</b>
Net financing costs	(547)	(721)	(738)	(856)	(1,073)
Associates	(44)	(62)	1	59	130
Recurring non-operating income	491	642	580	733	855
Non-recurring items	0	128	0	0	0
<b>Profit before tax</b>	<b>552</b>	<b>1,633</b>	<b>1,996</b>	<b>2,471</b>	<b>2,874</b>
Tax	(138)	(377)	(399)	(482)	(549)
<b>Profit after tax</b>	<b>414</b>	<b>1,256</b>	<b>1,597</b>	<b>1,988</b>	<b>2,325</b>
Minority interests	(16)	(8)	(64)	(72)	(79)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>398</b>	<b>1,248</b>	<b>1,533</b>	<b>1,917</b>	<b>2,246</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>(128)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>398</b>	<b>1,120</b>	<b>1,533</b>	<b>1,917</b>	<b>2,246</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.29	0.83	1.14	1.42	1.66
Reported EPS	0.29	0.92	1.14	1.42	1.66
DPS	0.00	0.00	0.45	0.57	0.67
Diluted shares (used to calculate per share data)	1,350	1,350	1,350	1,350	1,350
<b>Growth</b>					
Revenue (%)	56.1	23.2	13.0	9.4	8.4
Operating EBITDA (%)	121.3	23.2	14.2	11.6	11.9
Operating EBIT (%)	nm	160.6	35.9	20.4	19.2
Recurring EPS (%)	nm	181.4	36.9	25.0	17.2
Reported EPS (%)	nm	213.5	22.8	25.0	17.2
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	40.0	41.5	42.5	43.3	44.1
Gross margin exc. depreciation (%)	57.9	55.5	55.2	55.6	56.2
Operating EBITDA margin (%)	21.4	21.4	21.6	22.0	22.7
Operating EBIT margin (%)	3.5	7.4	8.8	9.7	10.7
Net margin (%)	2.3	5.2	6.3	7.2	7.8
Effective tax rate (%)	23.1	24.1	20.0	20.0	20.0
Dividend payout on recurring profit (%)	-	-	40.0	40.0	40.0
Interest cover (X)	2.0	3.1	3.7	3.9	3.7
Inventory days	43.9	38.2	35.1	35.9	36.2
Debtor days	21.2	23.2	25.2	27.1	28.5
Creditor days	152.0	131.4	123.2	125.9	126.9
Operating ROIC (%)	1.3	3.2	4.0	4.4	4.9
ROIC (%)	2.0	3.8	4.4	4.9	5.5
ROE (%)	2.2	5.9	7.5	8.8	9.7
ROA (%)	1.7	3.3	3.9	4.4	5.0
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Hotel revenue	5,935	9,078	10,644	12,120	13,515
F&B revenue	11,553	12,465	13,712	14,534	15,384
Rental income	14	14	14	14	14

Sources: Central Plaza Hotel; FSSIA estimates

## Financial Statements

### Central Plaza Hotel

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	398	1,120	1,533	1,917	2,246
Depreciation	3,133	3,023	3,109	3,278	3,482
Associates & minorities	-	-	-	-	-
Other non-cash items	(248)	246	64	72	79
Change in working capital	54	70	(18)	(47)	(101)
<b>Cash flow from operations</b>	<b>3,336</b>	<b>4,458</b>	<b>4,688</b>	<b>5,220</b>	<b>5,707</b>
Capex - maintenance	(1,201)	(9,611)	(8,000)	(6,700)	(6,200)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	(644)	26	0	0	0
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(1,845)</b>	<b>(9,585)</b>	<b>(8,000)</b>	<b>(6,700)</b>	<b>(6,200)</b>
Dividends paid	0	0	0	(613)	(767)
Equity finance	0	0	0	0	0
Debt finance	(1,754)	4,625	3,000	700	1,200
Other financing cash flows	45	(116)	(61)	(68)	(75)
<b>Cash flow from financing</b>	<b>(1,709)</b>	<b>4,509</b>	<b>2,939</b>	<b>18</b>	<b>358</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>(218)</b>	<b>(618)</b>	<b>(372)</b>	<b>(1,462)</b>	<b>(135)</b>
Free cash flow to firm (FCFF)	2,217.57	(4,119.59)	(2,110.21)	(200.92)	825.83
Free cash flow to equity (FCFE)	(217.80)	(617.73)	(372.20)	(848.26)	631.46

#### Per share (THB)

FCFF per share	1.64	(3.05)	(1.56)	(0.15)	0.61
FCFE per share	(0.16)	(0.46)	(0.28)	(0.63)	0.47
Recurring cash flow per share	2.43	3.25	3.49	3.90	4.30

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	59,125	65,721	73,721	80,421	86,621
Less: Accumulated depreciation	(24,314)	(24,244)	(27,353)	(30,631)	(34,114)
<b>Tangible fixed assets (net)</b>	<b>34,811</b>	<b>41,477</b>	<b>46,368</b>	<b>49,789</b>	<b>52,507</b>
<b>Intangible fixed assets (net)</b>	<b>360</b>	<b>360</b>	<b>360</b>	<b>360</b>	<b>360</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	4,565	4,539	4,539	4,539	4,539
Cash & equivalents	3,137	2,519	2,147	685	550
A/C receivable	1,227	1,519	1,849	2,115	2,404
Inventories	1,024	982	1,118	1,214	1,298
Other current assets	927	668	755	826	896
<b>Current assets</b>	<b>6,315</b>	<b>5,688</b>	<b>5,868</b>	<b>4,841</b>	<b>5,148</b>
Other assets	2,115	2,138	2,138	2,138	2,138
<b>Total assets</b>	<b>48,166</b>	<b>54,204</b>	<b>59,274</b>	<b>61,668</b>	<b>64,694</b>
Common equity	18,518	19,675	21,208	22,512	23,991
Minorities etc.	373	343	346	350	353
<b>Total shareholders' equity</b>	<b>18,891</b>	<b>20,018</b>	<b>21,555</b>	<b>22,862</b>	<b>24,345</b>
Long term debt	21,671	26,178	29,178	29,878	31,078
Other long-term liabilities	2,952	3,176	3,176	3,176	3,176
<b>Long-term liabilities</b>	<b>24,623</b>	<b>29,354</b>	<b>32,354</b>	<b>33,054</b>	<b>34,254</b>
A/C payable	3,460	3,445	3,919	4,258	4,552
Short term debt	809	928	928	928	928
Other current liabilities	383	459	519	568	615
<b>Current liabilities</b>	<b>4,652</b>	<b>4,832</b>	<b>5,366</b>	<b>5,753</b>	<b>6,095</b>
<b>Total liabilities and shareholders' equity</b>	<b>48,166</b>	<b>54,204</b>	<b>59,274</b>	<b>61,668</b>	<b>64,694</b>
Net working capital	(665)	(735)	(716)	(670)	(569)
Invested capital	41,186	47,781	52,689	56,158	58,976

\* Includes convertibles and preferred stock which is being treated as debt

#### Per share (THB)

Book value per share	13.72	14.57	15.71	16.68	17.77
Tangible book value per share	13.45	14.31	15.44	16.41	17.50

#### Financial strength

Net debt/equity (%)	102.4	122.8	129.7	131.8	129.2
Net debt/total assets (%)	40.2	45.4	47.2	48.8	48.6
Current ratio (x)	1.4	1.2	1.1	0.8	0.8
CF interest cover (x)	0.6	0.1	0.5	0.0	1.6

Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>151.8</b>	<b>53.9</b>	<b>39.4</b>	<b>31.5</b>	<b>26.9</b>
<b>Recurring P/E @ target price (x) *</b>	<b>169.6</b>	<b>60.3</b>	<b>44.0</b>	<b>35.2</b>	<b>30.0</b>
Reported P/E (x)	151.8	48.4	39.4	31.5	26.9
Dividend yield (%)	-	-	1.0	1.3	1.5
Price/book (x)	3.3	3.1	2.8	2.7	2.5
Price/tangible book (x)	3.3	3.1	2.9	2.7	2.6
EV/EBITDA (x) **	21.4	18.5	16.9	15.5	14.0
EV/EBITDA @ target price (x) **	23.3	20.1	18.2	16.7	15.1
EV/invested capital (x)	1.9	1.8	1.7	1.6	1.6

\* Pre-exceptional, pre-goodwill and fully diluted \*\* EBITDA includes associate income and recurring non-operating income

Sources: Central Plaza Hotel; FSSIA estimates

# Central Plaza Hotel PCL (CENTEL TB)

**FSSIA ESG rating**

**62.78 /100**
**Exhibit 4: FSSIA ESG score implication**

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★★	<b>&gt;59-79</b>	<b>A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.</b>
★★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

**Exhibit 5: ESG – peer comparison**

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
BEYOND	24.98	--	--	--	5.00	5.00	Certified	--	39.83	--	--	--	--	--	--
CENTEL	62.78	--	Y	Y	5.00	5.00	Certified	Medium	57.54	--	--	71.56	48.00	2.93	54.19
DUSIT	24.81	--	--	--	5.00	4.00	Certified	--	46.50	--	--	--	--	--	--
ERW	39.65	--	--	--	4.00	4.00	Certified	--	54.22	--	--	51.15	21.00	3.90	--
MINT	84.43	Y	Y	Y	5.00	4.00	Certified	Medium	57.57	AA	37.00	91.18	69.00	5.00	--
SHR	25.00	--	Y	Y	5.00	5.00	--	--	--	--	--	--	--	--	--

Sources: SETTRADE.com; FSSIA's compilation

**Exhibit 6: ESG score by Bloomberg**

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>—</b>	<b>—</b>	<b>2.48</b>	<b>2.93</b>
BESG environmental pillar score	—	—	2.28	2.32
BESG social pillar score	—	—	1.94	2.61
BESG governance pillar score	—	—	3.83	4.69
<b>ESG disclosure score</b>	<b>43.86</b>	<b>52.49</b>	<b>53.62</b>	<b>54.19</b>
Environmental disclosure score	35.52	43.73	43.73	45.45
Social disclosure score	27.39	32.53	35.91	35.91
Governance disclosure score	68.57	81.10	81.10	81.10
<b>Environmental</b>				
Emissions reduction initiatives	Yes	Yes	Yes	Yes
Climate change policy	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	Yes	Yes	Yes	Yes
GHG scope 1	27	23	15	35
GHG scope 2 location-based	41	25	19	51
GHG Scope 3	7	4	3	11
Carbon per unit of production	—	—	—	—
Biodiversity policy	No	Yes	Yes	Yes
Energy efficiency policy	Yes	Yes	Yes	Yes
Total energy consumption	157	354	403	207
Renewable energy use	27	178	394	1
Electricity used	—	135	119	113
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

## Exhibit 7: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes
Hazardous waste	0	0	0	0
Total waste	5	2	2	6
Waste recycled	—	1	1	2
Waste sent to landfills	—	1	1	4
Environmental supply chain management	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—
<b>Social</b>				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No
Consumer data protection policy	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	Yes	Yes	Yes	Yes
Pct women in workforce	61	59	64	63
Pct disabled in workforce	2	3	1	1
Business ethics policy	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	0	0
Total recordable incident rate - employees	0	1	1	1
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No
Number of employees – CSR	18,280	8,591	13,087	15,007
Employee turnover pct	—	22	13	31
Total hours spent by firm - employee training	253,372	76,888	186,523	277,319
Social supply chain management	Yes	Yes	Yes	Yes
<b>Governance</b>				
<b>Board size</b>	<b>11</b>	<b>13</b>	<b>13</b>	<b>12</b>
<b>No. of independent directors (ID)</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>4</b>
No. of women on board	1	3	3	4
No. of non-executive directors on board	10	7	7	10
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	4	5	5	4
Board meeting attendance pct	98	97	100	100
Board duration (years)	—	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	54	55	56	57
Age of the oldest director	80	81	81	80
<b>No. of executives / company managers</b>	<b>1</b>	<b>11</b>	<b>12</b>	<b>7</b>
No. of female executives	0	3	3	2
Executive share ownership guidelines	No	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	4	3	3
Audit committee meetings	8	7	8	8
Audit meeting attendance %	96	100	100	100
<b>Size of compensation committee</b>	<b>4</b>	<b>5</b>	<b>4</b>	<b>4</b>
No. of ID on compensation committee	2	3	2	2
No. of compensation committee meetings	3	2	3	3
Compensation meeting attendance %	100	100	92	100
<b>Size of nomination committee</b>	<b>4</b>	<b>5</b>	<b>4</b>	<b>4</b>
No. of nomination committee meetings	3	2	3	3
Nomination meeting attendance %	100	100	92	100
<b>Sustainability governance</b>				
Verification type	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																												
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																												
Sustainability Investment List ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																												
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																												
<b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																												
<b>Thai CAC</b> By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																												
<a href="#">Morningstar Sustainability</a>	The Sustainability's ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.																												
<a href="#">ESG Book</a>	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	<table border="1"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table> <p>The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.</p>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																		
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0-10	10-20	20-30	30-40	40+																										
<a href="#">MSCI</a>	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers.																													
	<table border="0"> <tr> <td><b>AAA</b></td> <td>8.571-10.000</td> <td><b>Leader:</b></td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td><b>Average:</b></td> <td>a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td><b>BB</b></td> <td>2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570			<b>A</b>	5.714-7.142			<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285			<b>B</b>	1.429-2.856			<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks	
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<a href="#">Moody's ESG solutions</a>	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																													
<a href="#">Refinitiv ESG rating</a>	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																													
<a href="#">S&amp;P Global</a>	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																													
<b>Bloomberg</b>	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																												
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																												

**Rating** regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation



## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

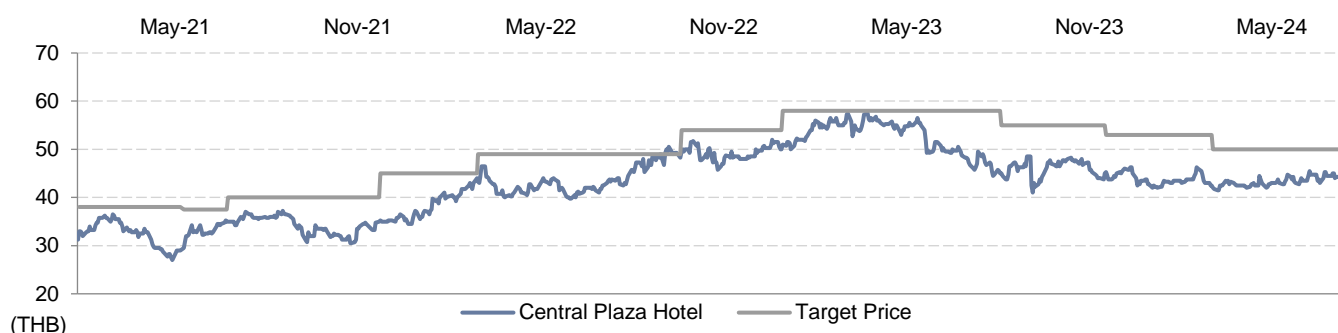
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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### History of change in investment rating and/or target price

#### Central Plaza Hotel (CENTEL TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
17-May-2021	BUY	38.00	25-Apr-2022	BUY	49.00	17-Oct-2023	BUY	53.00
13-Aug-2021	BUY	37.50	17-Oct-2022	BUY	54.00	17-Jan-2024	BUY	50.00
22-Sep-2021	BUY	40.00	12-Jan-2023	BUY	58.00			
31-Jan-2022	BUY	45.00	19-Jul-2023	BUY	55.00			

Teerapol Udomvej, CFA started covering this stock from 03-Nov-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Central Plaza Hotel	CENTEL TB	THB 44.75	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply and higher competition in the F&B business, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.

Source: FSSIA estimates

### Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 14-May-2024 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

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

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a 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.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** 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 (N).** 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 (U).** 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.