

12 OCTOBER 2021

THAILAND / TOURISM & LEISURE

THE ERWAN GROUP ERW TB

BUY

UNCHANGED

TARGET PRICE	THB4.00
CLOSE	THB3.18
UP/DOWNSIDE	+25.8%
PRIOR TP	THB3.50
CHANGE IN TP	+14.3%
TP vs CONSENSUS	+31.6%

3Q21 จะเป็นจุดต่ำสุด

คาดผลขาดทุนจากการดำเนินงานจะเพิ่มขึ้น q-q เป็น 586 ลบ. ใน 3Q21

ใน 3Q21 เราคาดว่า ERW จะรายงานผลขาดทุนจากการดำเนินงานสูงขึ้น q-q เป็น 586 ลบ. (เทียบกับ 559 ลบ. ใน 2Q21) ส่วนมากจากมาตรการปิดเมืองในจังหวัดสีแดงเข้ม อัตราการเข้าพัก (OCC) ของโรงแรมในไทย (ไม่รวม Hop Inn) น่าจะลดลงเหลือ 8% จาก 13% ใน 2Q21 ในขณะที่ OCC ของ Hop Inn ในไทยก็น่าจะลดลงจาก 31% ใน 2Q21 เหลือประมาณ 26-29% ในด้านบวก OCC ของ Hop Inn ในฟิลิปปินส์น่าจะปรับตัวขึ้นเป็นประมาณ 60% ใน 3Q21 จาก 46% ใน 2Q21 จากความต้องการที่อยู่ในระดับสูงของกลุ่มลูกค้าที่เป็นนักธุรกิจและนักเดินเรือ เราคาดว่าจะมีเพียงแค่ Hop Inn ในฟิลิปปินส์ที่จะรายงาน EBITDA เป็นบวกใน 3Q21 ในขณะที่พอร์ตที่เหลือน่าจะให้ EBITDA ติดลบ

Hop Inn ในไทยเริ่มฟื้นแล้วในเดือน ก.ย.

พอร์ต Hop Inn ในไทยได้เห็นสัญญาณการฟื้นตัวมาตั้งแต่เดือน ก.ย. ด้วย OCC ที่เพิ่มขึ้นเป็นประมาณ 35% ในเดือนดังกล่าว (เทียบกับที่ประมาณ 20-25% ในเดือน ก.ค. และ ส.ค.) หลังการผ่อนคลายมาตรการปิดเมือง เราคาดว่าแนวโน้มการฟื้นตัวของ OCC จะเกิดต่อเนื่อง โดยอาจแตะระดับ 70% ภายในสิ้นปีนี้ ทั้งนี้ EBITDA ของ Hop Inn ในประเทศไทยจะเข้าสู่จุดคุ้มทุนที่ OCC อย่างน้อย 30% ซึ่งทำให้เราคาดว่า Hop Inn จะรายงาน EBITDA เป็นบวกใน 4Q21

ผู้ได้รับประโยชน์หลักจากการกลับมาเปิดพรมแดนของไทย

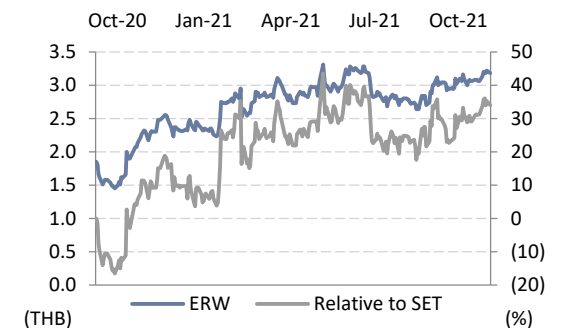
ERW น่าจะเป็นหนึ่งในหุ้นที่ได้ประโยชน์มากที่สุดจากการกลับมาเปิดพรมแดนและผ่อนคลายมาตรการปิดเมืองของไทย เนื่องจากประมาณ 79% ของรายได้โรงแรมมาจากนักท่องเที่ยวต่างชาติ นอกจากนี้รายได้ 62% ยังมาจากกรุงเทพฯ อีกด้วย เราคาดว่า OCC ของโรงแรมในไทย (ไม่รวม Hop Inn) จะปรับตัวดีขึ้นเป็น 30% ใน 4Q21 และ 55% ใน 2022 เราคาดว่าผลขาดทุนจากการดำเนินงานของ ERW จะลดลงเหลือ 350-400 ลบ. ใน 4Q21 และพลิกเป็นกำไรได้ในช่วง 2H22 บริษัทฯ วางแผนกลับมาขยายกิจการตั้งแต่ 4Q21 เป็นต้นไปโดยมีโรงแรม 10 แห่งที่อยู่ระหว่างดำเนินการ

ปรับเพิ่มประมาณการกำไร ให้เป็นหุ้น Catch-Up ในกลุ่มท่องเที่ยวไทย

เราปรับเพิ่มประมาณการกำไรปี 2022-23 อีก 12-52% เพื่อสะท้อนการกลับมาเปิดพรมแดนก่อนคาดและ OCC ที่อยู่ในระดับสูงของ Hop Inn ในฟิลิปปินส์ ราคาเป้าหมายใหม่ในปี 2022 ของเรายอยู่ที่ 4.0 บาท/หุ้น (DCF) (8.2% WACC, 2.5% LTG) ราคาหุ้นของ ERW อยู่ต่ำกว่าระดับก่อน Covid ที่ 17% และได้ปรับตัวยกกว่ากลุ่มถึง 21% มาตั้งแต่เดือน ม.ค. 20 ปัจจุบันหุ้นมีการซื้อขายที่ระดับ 35x ของค่า 2023E P/E ซึ่งต่ำกว่าค่าเฉลี่ยย้อนหลัง 5 ปีที่ 38x ERW น่าจะเป็นผู้ได้รับประโยชน์รายใหญ่ที่สุดจากการฟื้นตัวของอุตสาหกรรมท่องเที่ยวไทย จากรูปแบบการทำธุรกิจที่เป็นเจ้าของโรงแรมเองทั้งหมด

KEY STOCK DATA

YE Dec (THB m)	2020	2021E	2022E	2023E
Revenue	2,306	1,360	4,697	6,588
Net profit	(1,715)	(2,004)	(100)	408
EPS (THB)	(0.38)	(0.44)	(0.02)	0.09
vs Consensus (%)	-	nm	nm	83.7
EBITDA	(201)	(612)	1,423	2,161
Core net profit	(1,623)	(2,004)	(100)	408
Core EPS (THB)	(0.36)	(0.44)	(0.02)	0.09
Chg. In EPS est. (%)	nm	nm	nm	11.7
EPS growth (%)	nm	nm	nm	nm
Core P/E (x)	(8.9)	(7.2)	(143.9)	35.3
Dividend yield (%)	-	-	-	1.1
EV/EBITDA (x)	(114.2)	(46.9)	20.1	13.0
Price/book (x)	2.1	2.4	2.4	2.3
Net debt/Equity (%)	377.8	230.9	233.2	211.0
ROE (%)	(33.9)	(40.8)	(1.7)	6.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	5.3	15.2	68.5
Relative to country (%)	5.4	9.3	31.4
Mkt cap (USD m)	425		
3m avg. daily turnover (USD m)	1.8		
Free float (%)	62		
Major shareholder	Mitr Siam Capital Limited (14%)		
12m high/low (THB)	3.44/1.44		
Issued shares (m)	4,531.56		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 12 ตุลาคม 2021

Investment thesis

ERW is an asset-heavy business, as all of its hotels are owned hotels and it has no asset-light model. Thus, it should be one of the stocks that benefits the most from the recovery of international tourist numbers.

ERW raised capital through a rights offering leading to a lower D/E, which is currently lower than its debt covenant of 2.5x.

ERW plans to use the proceeds from the capital increase to expand its Hop Inn portfolio to 115 hotels (100 in Thailand, 15 in the Philippines) by 2025 from 51 hotels currently (46 in Thailand, 5 in the Philippines). Hop Inn is ERW's flagship budget hotel brand focusing on domestic travellers, and has resilient performance.

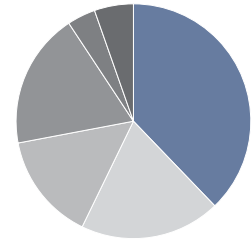
Company profile

ERW is a hotel operator and developer with a focus on Thailand and ASEAN.

www.theerawan.com

Principal activities (revenue, 2020)

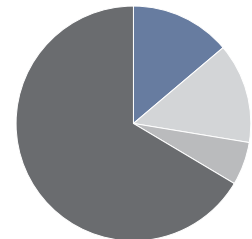
- Luxury - 37.8 %
- Midscale - 19.4 %
- Economy - 14.8 %
- Hop INN Thailand - 18.7 %
- Hop INN Philippines - 3.9 %
- Others - 5.4 %



Source: The Erawan Group

Major shareholders

- Mitr Siam Capital Limited - 13.8 %
- Mr. Surakarn Wattanavekin - 13.8 %
- Mrs. Varsamorn Wannamethee - 6.0 %
- Others - 66.5 %



Source: The Erawan Group

Catalysts

Key potential growth drivers include 1) a faster OCC ramp-up rate following a global tourism recovery; 2) the rollout of Covid-19 vaccines; and 3) the recovery of domestic business activities.

Risks to our call

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, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.

Event calendar

Date	Event
November 2021	3Q21 results announcement

Key assumptions

	2021E	2022E	2023E
Number of hotels (no.)	75	85	94
Number of rooms (no.)	10,250	11,387	12,240
All hotels excl. Hop Inn			
Occupancy rate (OCC %)	18	55	72
RevPAR growth (y-y %)	(42)	344	45
Thailand Hop Inn			
Occupancy rate (OCC %)	41	65	71
RevPAR growth (y-y %)	(26)	63	13

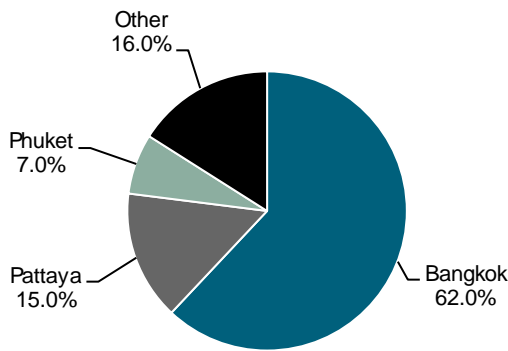
Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in OCC, we project a 2021 loss reduction of 14%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project a 2021 loss reduction of 3%, and vice versa, all else being equal.

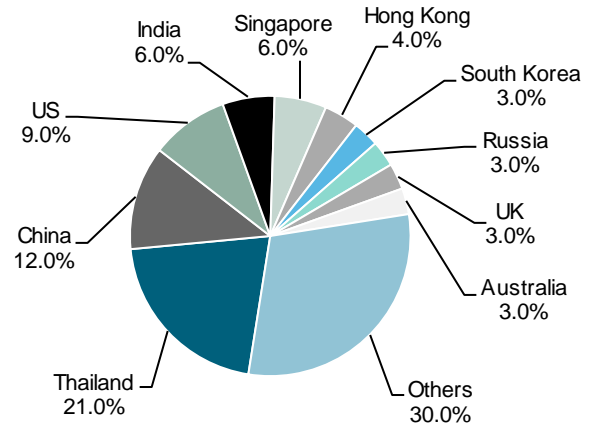
Source: FSSIA estimates

Exhibit 1: Room revenue breakdown by destination as of 2019



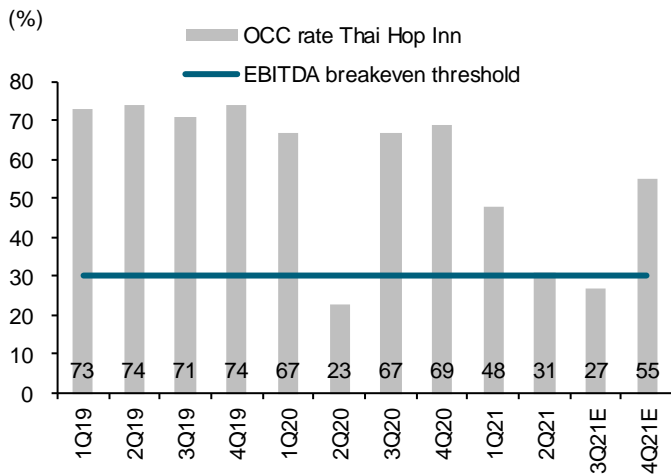
Source: ERW

Exhibit 2: Room revenue breakdown by residence as of 2019



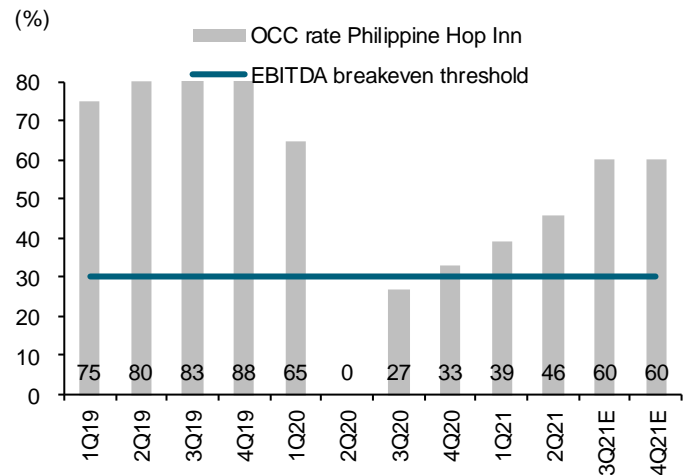
Source: ERW

Exhibit 3: OCC for Thailand Hop Inn



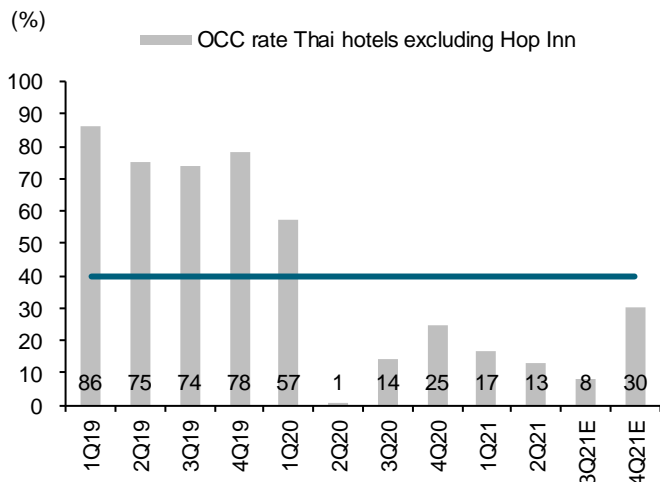
Sources: ERW; FSSIA estimates

Exhibit 4: OCC for Philippines Hop Inn



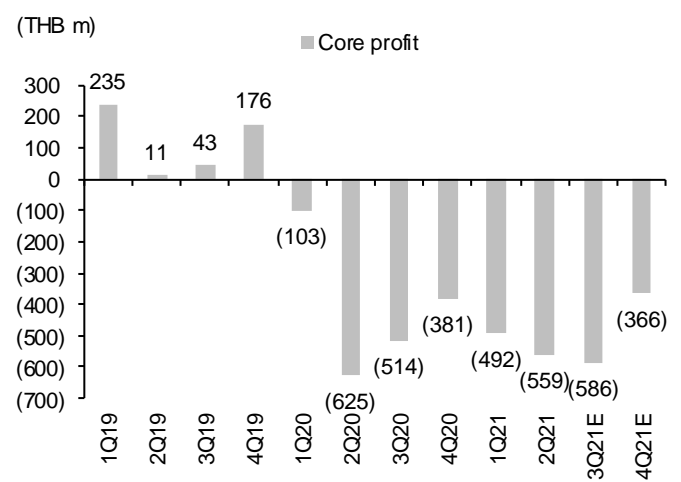
Sources: ERW; FSSIA estimates

Exhibit 5: OCC for Thai hotels excluding Hop Inn



Sources: ERW; FSSIA estimates

Exhibit 6: Core profit, quarterly



Sources: ERW; FSSIA estimates

Exhibit 7: 3Q21E results review

	3Q20	4Q20	1Q21	2Q21	3Q21E	----- Change -----		9M20	9M21E	Change	2021E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	(THB m)
Sales	427	589	378	262	203	(23)	(52)	1,717	843	(51)	1,360
- Thailand excl. Hop Inn	255	405	231	150	104	(30)	(59)	1,242	485		
- Hop Inn Thailand	128	137	96	64	46	(28)	(64)	251	206	(18)	
- Hop Inn Philippines	15	23	27	37	42	12	177	66	106	60	
- Rental	29	24	23	11	11	(2)	(62)	79	46	(42)	
COGS (Incl. depreciation)	(600)	(618)	(558)	(529)	(518)	(2)	(14)	(1,859)	(1,605)	(14)	(2,084)
Gross profit	(173)	(29)	(180)	(267)	(315)	(18)	(82)	(142)	(762)	(438)	(724)
SG&A	(267)	(243)	(208)	(213)	(213)	0	(20)	(799)	(634)	(21)	(884)
Operating profit	(440)	(272)	(388)	(480)	(528)	(10)	(20)	(941)	(1,396)	(48)	(1,608)
Other income	10	15	12	7	15	124	46	27	34	26	63
Interest	(120)	(143)	(138)	(136)	(136)	0	14	(393)	(410)	4	(559)
Pretax profit	(549)	(400)	(514)	(609)	(649)	(7)	(18)	(1,307)	(1,772)	(36)	(2,104)
Income Tax	11	20	(2)	25	32	28	209	20	56	184	70
Associates	3	(14)	3	(3)	0	(100)	(100)	(5)	1	(115)	0
Minority interest	21	13	21	27	30	11	42	51	78	54	30
Core profit	(514)	(381)	(492)	(559)	(586)	(5)	(14)	(1,242)	(1,638)	(32)	(2,004)
Extraordinaries, GW & FX		(92)	0	(130)							
Reported net profit	(514)	(474)	(492)	(690)	(586)	15	(14)	(1,242)	(1,768)	(42)	(2,004)
Shares out (end Q, m)	2,518	2,518	2,519	2,520	2,520	0	0	2,518	2,520	0	4,532
Core EPS	(0.20)	(0.15)	(0.20)	(0.22)	(0.23)	(5)	(14)	(0.5)	(0.7)	(32)	(0.44)
EPS	(0.20)	(0.19)	(0.20)	(0.27)	(0.23)	15	(14)	(0.5)	(0.7)	(42)	(0.44)
COGS (Excl. depreciation)	(342)	(390)	(315)	(285)	(268)	(6)	(21)	(1,075)	(868)	(19)	(1,088)
Depreciation	(258)	(228)	(243)	(244)	(249)	2	(3)	(784)	(737)	(6)	(996)
EBITDA	(171)	(29)	(133)	(229)	(263)	15	54	(129)	(625)	383	(550)
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)	(%)
Gross margin	(40)	(5)	(48)	(102)	(155)	(53)	(115)	(8)	(90)	(82)	(53)
SG&A/Revenue	62	41	55	81	105	24	43	47	75	29	65
EBITDA margin	(39)	(5)	(34)	(85)	(121)	(36)	(82)	(7)	(71)	(64)	(39)
Net profit margin	(120)	(80)	(130)	(263)	(289)	(26)	(168)	(72)	(210)	(137)	(147)
Operating stats											
Hotels Excl. Hop Inn											
OCC (%)	14	25	17	13							
OCC growth (y-y %)	(60)	(53)	(40)	12							
RevPAR (THB)	202	359	214	193							
RevPAR growth (y-y %)	(89)	(83)	(84)	42							
Thailand Hop Inn											
OCC (%)	67	69	48	31							
OCC growth (y-y %)	(4)	(5)	(19)	8							
RevPAR (THB)	407	430	294	171							
RevPAR growth (y-y %)	(5)	(8)	(27)	1,215							
Philippines Hop Inn											
OCC (%)	27	33	39	46							
OCC growth (y-y %)	(56)	(55)	(26)	46							
RevPAR (THB)	242	283	313	392							
RevPAR growth (y-y %)	(5)	(12)	(19)	na							

Sources: ERW; FSSIA estimates

Exhibit 8: Forecast revisions

	Current			Previous			Change (%)		
	2021E	2022E	2023E	2021E	2022E	2023E	2021E	2022E	2023E
All hotels excl. Hop Inn - OCC (%)	18.0	55.0	71.6	18.0	50.0	70.0	0.0	5.0	1.6
All hotels excl. Hop Inn - RevPAR (THB)	279	1,239	1,792	279	1,127	1,752	0.0	10.0	2.2
Thailand Hop Inn - OCC (%)	41.0	65.0	71.0	41.0	65.0	71.0	0.0	0.0	0.0
Thailand Hop Inn - RevPAR (THB)	254	415	466	254	415	466	0.0	0.0	0.0
Revenue (THB b)	1.4	4.7	6.6	1.4	4.3	6.4	0.0	8.1	2.4
EBITDA margin (%)	(45.0)	30.3	32.8	(45.0)	30.3	32.8	0.0	0.0	0.0
Core earnings (THB m)	(2,004)	(100)	408	(2,004)	(207)	365	0.0	51.7	11.7

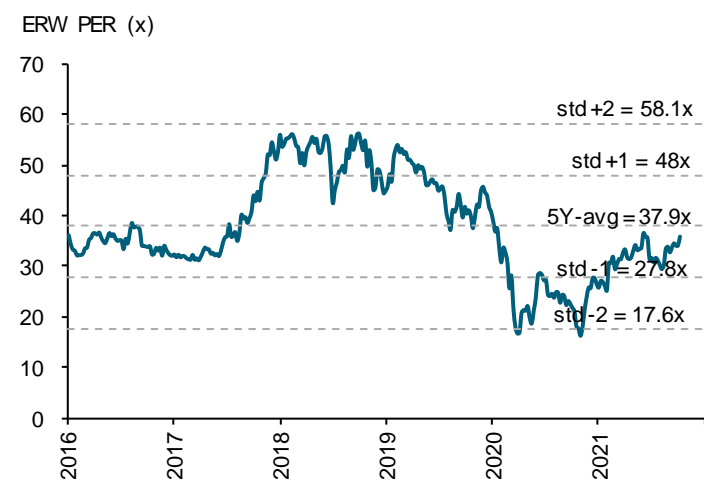
Note: Change of items in percentage terms is represented in ppt change
 Source: FSSIA estimates

Exhibit 9: DCF valuation

Cost of equity assumptions	(%)		Cost of debt assumptions	(%)
Risk-free rate	3.0		Pre-tax cost of debt	3.5
Market risk premium	8.0		Marginal tax rate	20.0
Stock beta	1.2			
Cost of equity, Ke	12.6		Net cost of debt, Kd	3.2
Weight applied	55.0		Weight applied	45.0
WACC	8.2			
DCF valuation estimate	(THB b)	(THB/share)	Comments	
NPV	10.6	2.2	WACC 8.2%, risk-free rate 3%, risk premium 8%	
Terminal value	19.8	4.0	Terminal growth 2.5%	
Cash & liquid assets	0.4	0.1	At end-2022E	
Investments	0.0	0.0	At end-2022E	
Debt	(11.0)	(2.2)	At end-2022E	
Minorities	(0.1)	(0.0)	At end-2022E	
Residual ordinary equity	19.7	4.0		

Source: FSSIA estimates

Exhibit 10: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 11: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

The Erawan Group

Profit and Loss (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Revenue	6,379	2,306	1,360	4,697	6,588
Cost of goods sold	(2,891)	(1,465)	(1,088)	(2,020)	(2,688)
Gross profit	3,488	841	272	2,677	3,900
Other operating income	-	-	-	-	-
Operating costs	(1,642)	(1,043)	(884)	(1,254)	(1,739)
Operating EBITDA	1,846	(201)	(612)	1,423	2,161
Depreciation	(830)	(1,012)	(996)	(1,077)	(1,127)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	1,017	(1,213)	(1,608)	346	1,034
Net financing costs	(384)	(526)	(531)	(502)	(491)
Associates	0	(18)	0	0	0
Recurring non-operating income	42	14	35	37	39
Non-recurring items	(18)	(92)	0	0	0
Profit before tax	657	(1,818)	(2,104)	(119)	582
Tax	(155)	39	70	30	(116)
Profit after tax	503	(1,778)	(2,034)	(89)	465
Minority interests	(57)	63	30	(11)	(57)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	446	(1,715)	(2,004)	(100)	408
Non-recurring items & goodwill (net)	18	92	0	0	0
Recurring net profit	464	(1,623)	(2,004)	(100)	408
Per share (THB)					
Recurring EPS *	0.10	(0.36)	(0.44)	(0.02)	0.09
Reported EPS	0.10	(0.38)	(0.44)	(0.02)	0.09
DPS	0.07	0.00	0.00	0.00	0.04
Diluted shares (used to calculate per share data)	4,532	4,532	4,532	4,532	4,532
Growth					
Revenue (%)	2.0	(63.9)	(41.0)	245.3	40.3
Operating EBITDA (%)	(0.1)	nm	nm	nm	51.8
Operating EBIT (%)	(5.2)	nm	nm	nm	198.5
Recurring EPS (%)	(13.3)	nm	nm	nm	nm
Reported EPS (%)	(16.9)	nm	nm	nm	nm
Operating performance					
Gross margin inc. depreciation (%)	41.7	(7.4)	(53.2)	34.1	42.1
Gross margin of key business (%)	41.7	(7.4)	(53.2)	34.1	42.1
Operating EBITDA margin (%)	28.9	(8.7)	(45.0)	30.3	32.8
Operating EBIT margin (%)	15.9	(52.6)	(118.2)	7.4	15.7
Net margin (%)	7.3	(70.4)	(147.3)	(2.1)	6.2
Effective tax rate (%)	22.9	2.3	21.0	15.0	20.0
Dividend payout on recurring profit (%)	68.4	-	-	-	40.0
Interest cover (X)	2.8	(2.3)	(3.0)	0.8	2.2
Inventory days	6.8	12.3	13.5	8.9	10.1
Debtor days	11.2	20.7	20.6	6.0	4.2
Creditor days	29.0	47.2	42.3	27.7	31.6
Operating ROIC (%)	5.9	(7.5)	(6.7)	1.5	4.2
ROIC (%)	5.4	(6.9)	(6.4)	1.6	4.2
ROE (%)	8.2	(33.9)	(40.8)	(1.7)	6.7
ROA (%)	4.7	(6.1)	(7.5)	1.5	3.9
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Luxury	2,790	872	432	1,954	2,684
Midscale	1,604	447	217	970	1,443
Economy	1,035	342	157	702	985
Hop INN Thailand	479	431	335	596	773

Sources: The Erawan Group; FSSIA estimates

Financial Statements

The Erawan Group

Cash Flow (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Recurring net profit	464	(1,623)	(2,004)	(100)	408
Depreciation	830	1,012	996	1,077	1,127
Associates & minorities	-	-	-	-	-
Other non-cash items	(18)	939	2,170	11	57
Change in working capital	79	(572)	(124)	412	243
Cash flow from operations	1,354	(244)	1,037	1,400	1,835
Capex - maintenance	(1,746)	(5,291)	(2,417)	(1,300)	(1,300)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	13	32	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(1,733)	(5,259)	(2,417)	(1,300)	(1,300)
Dividends paid	(226)	(176)	0	0	0
Equity finance	48	0	2,014	0	0
Debt finance	558	6,302	(1,000)	(1,000)	(500)
Other financing cash flows	(84)	31	31	(10)	(56)
Cash flow from financing	297	6,156	1,045	(1,010)	(556)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(82)	654	(335)	(910)	(21)
Free cash flow to firm (FCFF)	22.46	(4,966.55)	(821.39)	623.65	1,032.59
Free cash flow to equity (FCFE)	95.72	829.91	(2,349.02)	(910.40)	(20.94)

Per share (THB)

FCFF per share	0.00	(1.10)	(0.18)	0.14	0.23
FCFE per share	0.02	0.18	(0.52)	(0.20)	0.00
Recurring cash flow per share	0.28	0.07	0.26	0.22	0.35

Balance Sheet (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Tangible fixed assets (gross)	21,830	26,684	27,384	28,684	29,984
Less: Accumulated depreciation	(7,388)	(8,446)	(7,241)	(8,318)	(9,445)
Tangible fixed assets (net)	14,442	18,239	20,143	20,366	20,540
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	80	48	48	48	48
Cash & equivalents	969	1,623	1,288	377	356
A/C receivable	185	77	77	77	77
Inventories	52	46	34	64	85
Other current assets	250	217	128	442	620
Current assets	1,456	1,962	1,526	959	1,137
Other assets	1,855	483	483	483	483
Total assets	17,834	20,732	22,201	21,857	22,208
Common equity	5,762	3,813	6,023	5,922	6,331
Minorities etc.	179	116	117	118	119
Total shareholders' equity	5,941	3,929	6,140	6,041	6,450
Long term debt	9,304	15,055	14,055	13,555	13,555
Other long-term liabilities	407	218	218	218	218
Long-term liabilities	9,710	15,273	14,273	13,773	13,773
A/C payable	234	145	107	199	266
Short term debt	860	1,410	1,410	910	410
Other current liabilities	1,088	458	270	933	1,309
Current liabilities	2,183	2,013	1,788	2,043	1,985
Total liabilities and shareholders' equity	17,834	21,215	22,201	21,857	22,208
Net working capital	(835)	(263)	(139)	(551)	(794)
Invested capital	15,543	18,507	20,535	20,347	20,277

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

Per share (THB)

Book value per share	2.29	1.51	1.33	1.31	1.40
Tangible book value per share	2.29	1.51	1.33	1.31	1.40

Financial strength

Net debt/equity (%)	154.8	377.8	230.9	233.2	211.0
Net debt/total assets (%)	51.6	71.6	63.9	64.5	61.3
Current ratio (x)	0.7	1.0	0.9	0.5	0.6
CF interest cover (x)	1.2	2.6	(3.4)	(0.8)	1.0

Valuation	2019	2020	2021E	2022E	2023E
Recurring P/E (x) *	31.1	(8.9)	(7.2)	(143.9)	35.3
Recurring P/E @ target price (x) *	39.1	(11.2)	(9.0)	(181.0)	44.4
Reported P/E (x)	32.3	(8.4)	(7.2)	(143.9)	35.3
Dividend yield (%)	2.2	-	-	-	1.1
Price/book (x)	1.4	2.1	2.4	2.4	2.3
Price/tangible book (x)	1.4	2.1	2.4	2.4	2.3
EV/EBITDA (x) **	9.4	(114.2)	(46.9)	20.1	13.0
EV/EBITDA @ target price (x) **	10.5	(124.4)	(53.0)	22.7	14.7
EV/invested capital (x)	1.1	1.2	1.4	1.4	1.4

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

Sources: The Erawan Group; FSSIA estimates

Corporate Governance report of Thai listed companies 2020

EXCELLENT LEVEL										
AAV	ADVANC	AF	AIRA	AKP	AKR	ALT	AMA	AMATA	AMATAV	ANAN
AOT	AP	ARIP	ARROW	ASP	BAFS	BANPU	BAY	BCP	BCPG	BDMS
BEC	BEM	BGRIM	BIZ	BKI	BLA	BOL	BPP	BRR	BTS	BWG
CENTEL	CFRESH	CHEWA	CHO	CIMBT	CK	CKP	CM	CNT	COL	COMAN
COTTO	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC
DV8	EA	EASTW	ECF	ECL	EGCO	EPG	ETE	FNS	FPI	FPT
FSMART	GBX	GC	GCAP	GEL	GFPT	GGC	GPSC	GRAMMY	GUNKUL	HANA
HARN	HMPRO	ICC	ICI	III	ILINK	INTUCH	IRPC	IVL	JKN	JSP
JWD	K	KBANK	KCE	KKP	KSL	KTB	KTC	LANNA	LH	LHFG
LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	METCO	MFEC	MINT
MONO	MOONG	MSC	MTC	NCH	NCL	NEP	NKI	NOBLE	NSI	NVD
NYT	OISHI	ORI	OTO	PAP	PCSGH	PDJ	PG	PHOL	PLANB	PLANET
PLAT	PORT	PPS	PR9	PREB	PRG	PRM	PSH	PSL	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QTC	RATCH	RS	S	S & J	SAAM
SABINA	SAMART	SAMTEL	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SDC
SEAFCO	SEOIL	SE-ED	SELIC	SENA	SIRI	SIS	SITHAI	SMK	SMPC	SNC
SONIC	SORKON	SPALI	SPI	SPRC	SPVI	SSSC	SST	STA	SUSCO	SUTHA
SVI	SYMC	SYNTEC	TACC	TASCO	TCAP	TFMAMA	THANA	THANI	THCOM	THG
THIP	THRE	THREL	TIP	TIPCO	TISCO	TK	TKT	TTB	TMILL	TNDT
TNL	TOA	TOP	TPBI	TQM	TRC	TSC	TSR	TSTE	TSTH	TTA
TTCL	TTW	TU	TVD	TVI	TVO	TWPC	U	UAC	UBIS	UV
VGI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER	TRUE		

VERY GOOD LEVEL										
2S	ABM	ACE	ACG	ADB	AEC	AEONTS	AGE	AH	AHC	AIT
ALLA	AMANAHA	AMARIN	APCO	APCS	APURE	AQUA	ASAP	ASEFA	ASIA	ASIAN
ASIMAR	ASK	ASN	ATP30	AUCT	AWC	AYUD	B	BA	BAM	BBL
BFIT	BGC	BJC	BJCHI	BROOK	BTW	CBG	CEN	CGH	CHARAN	CHAYO
CHG	CHOTI	CHOW	CI	CIG	CMC	COLOR	COM7	CPL	CRC	CRD
CSC	CSP	CWT	DCC	DCON	DDD	DOD	DOHOME	EASON	EE	ERW
ESTAR	FE	FLOYD	FN	FORTH	FSS	FTE	FVC	GENCO	GJS	GL
GLAND	GLOBAL	GLOCON	GPI	GULF	GYT	HPT	HTC	ICN	IFS	ILM
IMH	INET	INSURE	IRC	IRCP	IT	ITD	ITEL	J	JAS	JCK
JCKH	JMART	JMT	KBS	KCAR	KGI	KIAT	KOOL	KTIS	KWC	KWM
L&E	LALIN	LDC	LHK	LOXLEY	LPH	LRH	LST	M	MACO	MAJOR
MBAX	MEGA	META	MFC	MGT	MILL	MITSIB	MK	MODERN	MTI	MVP
NETBAY	NEX	NINE	NTV	NWR	OCC	OGC	OSP	PATO	PB	PDG
PDI	PICO	PIMO	PJW	PL	PM	PPP	PRIN	PRINC	PSTC	PT
QLT	RCL	RICHY	RML	RPC	RWI	S11	SALEE	SAMCO	SANKO	SAPPE
SAWAD	SCI	SCP	SE	SEG	SFP	SGF	SHR	SIAM	SINGER	SKE
SKR	SKY	SMIT	SMT	SNP	SPA	SPC	SPCG	SR	SRICHA	SSC
SSF	STANLY	STI	STPI	SUC	SUN	SYNEX	T	TAE	TAKUNI	TBSP
TCC	TCMC	TEAM	TEAMG	TFG	TIGER	TITLE	TKN	TKS	TM	TMC
TMD	TMI	TMT	TNITY	TNP	TNR	TOG	TPA	TPAC	TPCORP	TPOLY
TPS	TRITN	TRT	TRU	TSE	TVT	TWP	UEC	UMI	UOBKH	UP
UPF	UPOIC	UT	UTP	UWC	VL	VNT	VPO	WIJK	WP	XO
YUASA	ZEN	ZIGA	ZMICO							

GOOD LEVEL										
7UP	A	ABICO	AJ	ALL	ALUCON	AMC	APP	ARIN	AS	AU
B52	BC	BCH	BEAUTY	BGT	BH	BIG	BKD	BLAND	BM	BR
BROCK	BSBM	BSM	BTNC	CAZ	CCP	CGD	CITY	CMAN	CMO	CMR
CPT	CPW	CRANE	CSR	D	EKH	EP	ESSO	FMT	GIFT	GREEN
GSC	GTB	HTECH	HUMAN	IHL	INOX	INSET	IP	JTS	JUBILE	KASET
KCM	KKC	KUMWEL	KUN	KWG	KYE	LEE	MATCH	MATI	M-CHAI	MCS
MDX	MJD	MM	MORE	NC	NDR	NER	NFC	NNCL	NPK	NUSA
OCEAN	PAF	PF	PK	PLE	PMTA	POST	PPM	PRAKIT	PRECHA	PRIME
PROUD	PTL	RBF	RCI	RJH	ROJNA	RP	RPH	RSP	SF	SFLEX
SGP	SISB	SKN	SLP	SMART	SOLAR	SPG	SQ	SSP	STARK	STC
SUPER	SVOA	TC	TCCC	THMUI	TIW	TNH	TOPP	TPCH	TIPIP	TPLAS
TTI	TYCN	UKEM	UMS	VCOM	VRANDA	WIN	WORK	WPH		

Description

Score Range

Excellent

90-100

Very Good

80-89

Good

70-79

Disclaimer:

The disclosure of the survey results of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive; ** delisted

Source: Thai Institute of Directors Association (IOD); FSSIA's compilation

Anti-corruption Progress Indicator 2020

CERTIFIED										
2S	ADVANC	AI	AIE	AIRA	AKP	AMA	AMANAHA	AP	AQUA	ARROW
ASK	ASP	AYUD	B	BAFS	BANPU	BAY	BBL	BCH	BCP	BCPG
BGC	BGRIM	BJCHI	BKI	BLA	BPP	BROOK	BRR	BSBM	BTS	BWG
CEN	CENTEL	CFRESH	CGH	CHEWA	CHOTI	CHOW	CIG	CIMBT	CM	CMC
COL	COM7	CPALL	CPF	CPI	CPN	CSC	DCC	DELTA	DEMCO	DIMET
DRT	DTAC	DTC	EASTW	ECL	EGCO	FE	FNS	FPI	FPT	FSS
FTE	GBX	GC	GCAP	GEL	GFPT	GGC	GJS	GPSC	GSTEEL	GUNKUL
HANA	HARN	HMPRO	HTC	ICC	ICHI	IFS	INET	INSURE	INTUCH	IRPC
ITEL	IVL	K	KASET	KBANK	KBS	KCAR	KCE	KGI	KKP	KSL
KTB	KTC	KWC	L&E	LANNA	LHFG	LHK	LPN	LRH	M	MAKRO
MALEE	MBAX	MBK	MBKET	MC	MCOT	MFC	MFEC	MINT	MONO	MOONG
MPG	MSC	MTC	MTI	NBC	NEP	NINE	NKI	NMG	NNCL	NSI
NWR	OCC	OCEAN	OGC	ORI	PAP	PATO	PB	PCSGH	PDG	PDI
PDJ	PE	PG	PHOL	PL	PLANB	PLANET	PLAT	PM	PPP	PPPM
PPS	PREB	PRG	PRINC	PRM	PSH	PSL	PSTC	PT	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QLT	QTC	RATCH	RML	RWI	S & J
SABINA	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SEAOIL	SE-ED	SELIC
SENA	SGP	SIRI	SITHAI	SMIT	SMK	SMPC	SNC	SNP	SORKON	SPACK
SPC	SPI	SPRC	SRICHA	SSF	SSSC	SST	STA	SUSCO	SVI	SYNTEC
TAE	TAKUNI	TASCO	TBSP	TCAP	TCMC	TFG	TFI	TFMAMA	THANI	THCOM
THIP	THRE	THREL	TIP	TIPCO	TISCO	TKT	TTB	TMD	TMILL	TMT
TNITY	TNL	TNP	TNR	TOG	TOP	TPA	TPCORP	TPP	TRU	TSC
TSTH	TTCL	TU	TVD	TVI	TVO	TWPC	U	UBIS	UEC	UKEM
UOBKH	UWC	VGI	VIH	VNT	WACOAL	WHA	WHAUP	WICE	WIJK	XO
ZEN	TRUE									

DECLARED										
7UP	ABICO	AF	ALT	AMARIN	AMATA	AMATAV	ANAN	APURE	B52	BKD
BM	BROCK	BUI	CHO	CI	COTTO	DDD	EA	EFORL	EP	ERW
ESTAR	ETE	EVER	FSMART	GPI	ILINK	IRC	J	JKN	JMART	JMT
JSP	JTS	KWG	LDC	MAJOR	META	NCL	NOBLE	NOK	PK	PLE
ROJNA	SAAM	SAPPE	SCI	SE	SHANG	SINGER	SKR	SPALI	SSP	STANLY
SUPER	SYNEX	THAI	TKS	TOPP	TRITN	TTA	UPF	UV	WIN	ZIGA

Level	
Certified	This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.
Declared	This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

Disclaimer:

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Source: The Securities and Exchange Commission, Thailand; * FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

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

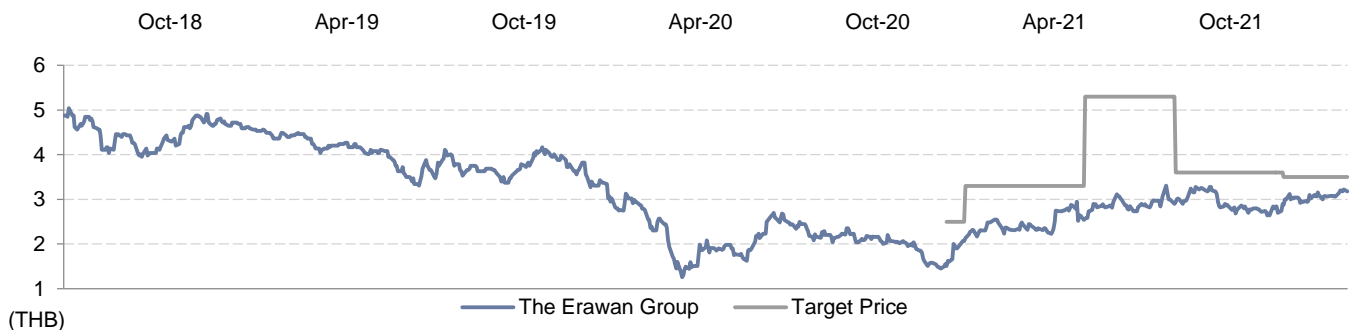
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History of change in investment rating and/or target price

The Erawan Group (ERW TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
03-Nov-2020	HOLD	2.50	01-Mar-2021	BUY	5.30	17-Aug-2021	BUY	3.50
19-Nov-2020	HOLD	3.30	17-May-2021	BUY	3.60			

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
The Erawan Group	ERW TB	THB 3.18	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, 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

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 11-Oct-2021 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / 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.