

15 NOVEMBER 2021

THAILAND / TOURISM & LEISURE

THE ERAWAN GROUP ERW TB

BUY

UNCHANGED

TARGET PRICE	THB4.00
CLOSE	THB3.24
UP/DOWNSIDE	+23.5%
TP vs CONSENSUS	+25.4%

4Q21 business is up and running

3Q21 core loss in line with expectation

ERW reported a 3Q21 core loss of THB623m (vs its core loss of THB559m in 2Q21), in line with our estimate. Hotel revenue fell 14% q-q as RevPAR (excluding Hop Inn hotels) fell by 38% q-q with an OCC rate of 10% (vs 13% in 2Q21). For Thailand Hop Inn, RevPAR fell 4% q-q with an OCC rate of 27% (vs 31% in 2Q21). Hop Inn Philippines recorded an OCC rate of 60% thanks to the high demand from business essential clients and seafarers. EBITDA remained negative at THB243m in 3Q21. Note that Hop Inn in both Thailand and the Philippines contributed positive EBITDA in the quarter. ERW booked a 9M21 core loss of THB1.7b, accounting for 84% of our 2021E core loss of THB2.0b.

Thai hotels OCC rate has improved in Oct

At ERW's analyst meeting on 15 Nov, management pointed out signs of a recovery in 4Q21. Hop Inn's OCC rate improved from 22% in Aug to 35% in Sep, 48% in Oct and 57% MTD Nov, and expects it to return to normal at 70% in Dec. The OCC rate of Thai hotels, excluding Hop Inn, also improved from 10% in 3Q21 to 20-22% in Oct to MTD Nov. Management expects to see improving international tourist traffic in Dec to Jan-22. Hop Inn's performance in the Philippines has remained strong and turned profitable in 3Q21, with the OCC rate ramping up to 64% in Sep. With the strong demand, ERW plans to open three new hotels in 4Q21 to 1Q22.

Focusing on expanding Hop Inn

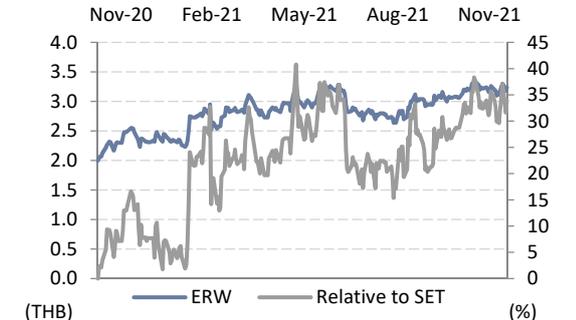
ERW will continue its strategy to increase contributions from its Hop Inn portfolio. It recently divested two hotels in Samui, which accounted for 3% of total revenue as of 2019, for a total value of THB925m. ERW plans to use the proceeds to expand its Hop Inn portfolio and expects to increase the EBITDA contributions from its Hop Inn portfolio to 40% by 2025 from 16% in 2019. ERW currently has 52 Hop Inn hotels with 4,520 rooms, and plans to open 10 hotels with 1,276 rooms (28% of current rooms). Thus, ERW may engage in M&A or expand its Hop Inn footprint to new countries to achieve its target.

Catch-up play for Thai tourism stocks

ERW's share price is below the peak in 2019 by 33%. It is trading at 36x 2023E P/E, lower than its 5-yr average of 38x. ERW should be a top beneficiary of Thailand's tourism recovery due to its asset-heavy model, with all of its hotels being owned hotels.

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	104.5
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
EPS growth (%)	nm	nm	nm	nm
Core P/E (x)	(9.0)	(7.3)	(146.6)	36.0
Dividend yield (%)	-	-	-	1.1
EV/EBITDA (x)	(114.9)	(47.3)	20.3	13.1
Price/book (x)	2.1	2.4	2.5	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 (%)	(1.8)	14.1	70.5
Relative to country (%)	(1.2)	7.0	39.5
Mkt cap (USD m)	447		
3m avg. daily turnover (USD m)	2.2		
Free float (%)	62		
Major shareholder	Mitr Siam Capital Limited (14%)		
12m high/low (THB)	3.64/1.85		
Issued shares (m)	4,531.56		

Sources: Bloomberg consensus; FSSIA estimates



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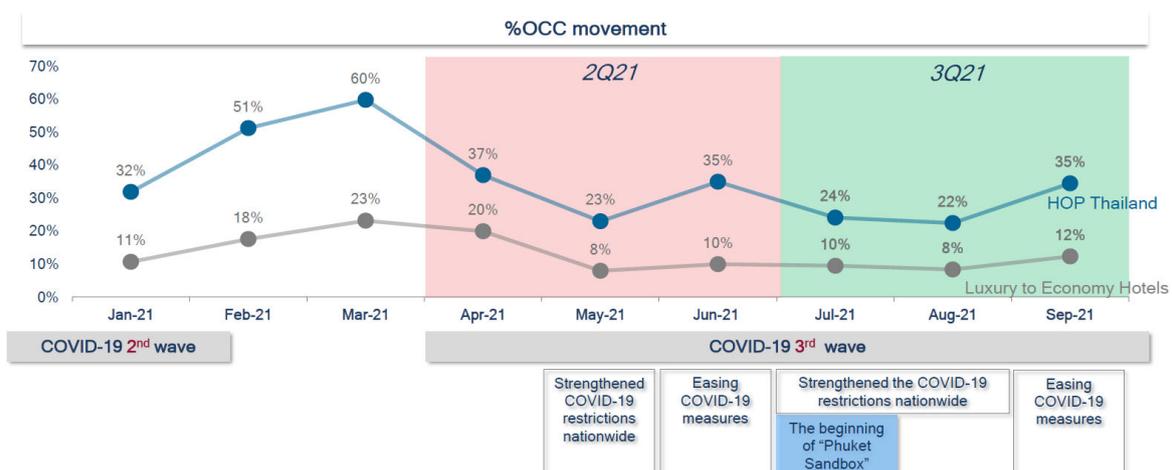
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Exhibit 1: 3Q21 results review

	3Q20	4Q20	1Q21	2Q21	3Q21	----- Change -----		9M20	9M21	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	226	(14)	(47)	1,717	866	(50)	1,360
- Thailand excl. Hop Inn	255	405	231	150	106	(29)	(58)	1,242	487	(61)	
- Hop Inn Thailand	128	137	96	64	55	(14)	(57)	251	215	(14)	
- Hop Inn Phil	15	23	27	37	49	32	227	66	113	71	
- Rental	29	24	23	11	16	42	(45)	79	51	(36)	
COGS (Incl. depreciation)	(600)	(618)	(558)	(529)	(515)	(3)	(14)	(1,859)	(1,603)	(14)	(2,084)
Gross profit	(173)	(29)	(180)	(267)	(289)	(8)	(67)	(142)	(736)	(420)	(724)
SG&A	(267)	(243)	(208)	(213)	(210)	(1)	(21)	(799)	(632)	(21)	(884)
Operating profit	(440)	(272)	(388)	(480)	(499)	(4)	(14)	(941)	(1,368)	(45)	(1,608)
Other income	10	15	12	6.7	27	308	166	27	46	72	63
Interest	(120)	(143)	(138)	(136)	(126)	(7)	6	(393)	(400)	2	(559)
Pretax profit	(549)	(400)	(514)	(609)	(598)	2	(9)	(1,307)	(1,722)	(32)	(2,104)
Income Tax	11	20	(2)	25	(73)	(387)	(791)	20	(50)	(353)	70
Associates	3	(14)	3	(3)	3	(229)	1	(5)	4	(186)	0
Minority interest	21	13	21	27	45	66	112	51	93	83	30
Core profit	(514)	(381)	(492)	(559)	(623)	(11)	(21)	(1,242)	(1,674)	(35)	(2,004)
Extraordinaries, GW & FX		(92)	0	(130)	0						
Reported net profit	(514)	(474)	(492)	(690)	(623)	10	(21)	(1,242)	(1,805)	(45)	(2,004)
Shares out (end Q, m)	2,518	2,518	2,518	2,518	4,532	80	80	2,518	4,532	80	4,532
Core EPS	(0.20)	(0.15)	(0.20)	(0.22)	(0.14)	38	33	(0.5)	(0.6)	(13)	(0.44)
EPS	(0.20)	(0.19)	(0.20)	(0.27)	(0.14)	50	33	(0.5)	(0.6)	(23)	(0.44)
COGS (Excl. depreciation)	(342)	(390)	(315)	(285)	(287)	1	(16)	(1,075)	(887)	(18)	(1,088)
Depreciation	(258)	(228)	(243)	(244)	(229)	(6)	(11)	(784)	(716)	(9)	(996)
EBITDA	(171)	(29)	(133)	(229)	(243)	6	42	(129)	(605)	368	(550)
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)	(%)
Gross margin (%)	(40)	(5)	(48)	(102)	(128)	(26)	(87)	(8)	(85)	(77)	(53)
SG&A/Revenue (%)	62	41	55	81	93	12	30	47	73	26	65
EBITDA margin (%)	(39)	(5)	(34)	(85)	(96)	(11)	(57)	(7)	(66)	(59)	(39)
Net profit margin (%)	(120)	(80)	(130)	(263)	(275)	(12)	(155)	(72)	(208)	(136)	(147)
Operating stats											
Hotels Excl. Hop Inn											
OCC (%)	14	25	17	13	10						
OCC growth (y-y %)	(60)	(53)	(40)	12	(4)						
RevPAR (THB)	202	359	214	193	119						
RevPAR growth (y-y %)	(89)	(83)	(84)	42	(41)						
Thailand Hop Inn											
OCC (%)	67	69	48	31	27						
OCC growth (y-y %)	(4)	(5)	(19)	8	(40)						
RevPAR (THB)	407	430	294	171	164						
RevPAR growth (y-y %)	(5)	(8)	(27)	1,215	(60)						
Philippines Hop Inn											
OCC (%)	27	33	39	46	60						
OCC growth (y-y %)	(56)	(55)	(26)	46	33						
RevPAR (THB)	242	283	313	392	513						
RevPAR growth (y-y %)	(5)	(12)	(19)	n/a	(4)						

Sources: ERW; FSSIA estimates

Exhibit 2: Thailand hotels, occupancy by month



Source: ERW

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) *	31.7	(9.0)	(7.3)	(146.6)	36.0
Recurring P/E @ target price (x) *	39.1	(11.2)	(9.0)	(181.0)	44.4
Reported P/E (x)	33.0	(8.6)	(7.3)	(146.6)	36.0
Dividend yield (%)	2.2	-	-	-	1.1
Price/book (x)	1.4	2.1	2.4	2.5	2.3
Price/tangible book (x)	1.4	2.1	2.4	2.5	2.3
EV/EBITDA (x) **	9.5	(114.9)	(47.3)	20.3	13.1
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	TRC	TSC	TSR	TSTE	TSTH
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

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

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	12-Oct-2021	BUY	4.00

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
The Erawan Group	ERW TB	THB 3.24	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 12-Nov-2021 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.