

MINOR INTERNATIONAL
THAILAND / TOURISM & LEISURE

MINT TB

BUY

UNCHANGED

กลับมาทำกำไร

- คาดการณ์ดำเนินงานจะค่อย ๆ ปรับตัวดีขึ้นและกลับสู่ระดับก่อน Covid ภายในช่วง 2H22
- คาดการณ์อัตราค่าห้องพักรายวันเฉลี่ย (ADR) จะสูงกว่าระดับก่อน Covid ในปี 2022 ในขณะที่ที่อัตราการเข้าพัก (OCC rate) น่าจะดีขึ้น แต่ยังคงต่ำกว่าระดับในปี 2019
- คงแนะนำซื้อที่ราคาเป้าหมาย 42 บาท (DCF)

| | |
|-----------------|-----------|
| TARGET PRICE | THB42.00 |
| CLOSE | THB30.50 |
| UP/DOWNSIDE | +37.7% |
| PRIOR TP | THB42.00 |
| CHANGE IN TP | UNCHANGED |
| TP vs CONSENSUS | +10.8% |

KEY STOCK DATA

| YE Dec (THB m) | 2021 | 2022E | 2023E | 2024E |
|----------------------|----------|---------|---------|---------|
| Revenue | 68,251 | 106,551 | 125,972 | 132,167 |
| Net profit | (13,167) | 2,883 | 6,828 | 7,848 |
| EPS (THB) | (2.53) | 0.55 | 1.22 | 1.36 |
| vs Consensus (%) | - | 122.7 | 19.1 | (8.1) |
| EBITDA | 9,588 | 29,071 | 34,956 | 36,890 |
| Core net profit | (9,315) | 2,883 | 6,828 | 7,848 |
| Core EPS (THB) | (1.79) | 0.50 | 1.19 | 1.36 |
| Chg. In EPS est. (%) | nm | 8.5 | (2.9) | nm |
| EPS growth (%) | nm | nm | 136.8 | 14.9 |
| Core P/E (x) | (17.1) | 60.9 | 25.7 | 22.4 |
| Dividend yield (%) | - | 0.6 | 1.4 | 1.5 |
| EV/EBITDA (x) | 38.6 | 12.3 | 10.6 | 9.8 |
| Price/book (x) | 2.3 | 2.2 | 2.6 | 2.7 |
| Net debt/Equity (%) | 251.5 | 226.9 | 242.6 | 224.0 |
| ROE (%) | (13.8) | 4.2 | 10.0 | 12.0 |

ผลกระทบจำกัดจากปัญหาความขัดแย้งระหว่างรัสเซียและยูเครน

เราเข้าร่วมการประชุมนักวิเคราะห์ของ MINT เมื่อวันที่ 4 มี.ค. และเชื่อว่าบริษัท น่าจะพลิกฟื้นได้ในปี 2022 หลังรายงานกำไรปกติจำนวน 1.7 พัน ลบ. ใน 4Q21 ซึ่งดีเกินคาด ผู้บริหารแจ้งว่าบริษัท คาดว่าผลประกอบการรวมจะกลับสู่ระดับก่อน Covid ในช่วง 2H22 ผลกระทบจากปัญหาความขัดแย้งระหว่างรัสเซียและยูเครนน่าจะมีจำกัด เนื่องจากตลาดนักท่องเที่ยวรัสเซียคิดเป็นเพียงประมาณ 2% ของพอร์ตรวมของ MINT อย่างไรก็ตามบริษัท อาจได้รับผลกระทบทางอ้อมจากราคาก๊าซธรรมชาติและน้ำมันดิบที่ปรับตัวสูงขึ้น เนื่องจากรัสเซียเป็นผู้ขายก๊าซธรรมชาติ 1 ใน 3 และน้ำมันดิบ 1 ใน 4 ให้แก่ยุโรป

คาด NHH จะบันทึกกำไรปกติ 2.1 พัน ลบ. ในปี 2022

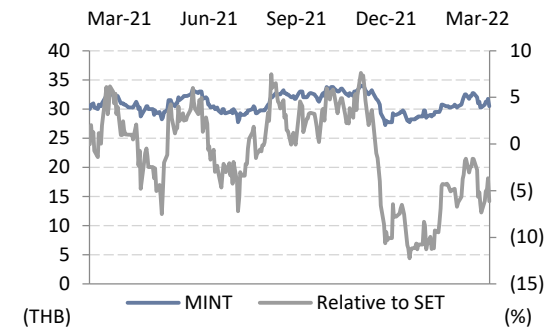
ผู้บริหารคาดว่าอัตราการเข้าพักของ NH Hotel (NHH) จะปรับตัวดีขึ้นจาก 34% ในปี 2020 เป็น 63% ในปี 2022 ซึ่งยังต่ำกว่าระดับก่อน Covid ที่ 73% อย่างไรก็ตามอัตราค่าห้องพักรายวันเฉลี่ยน่าจะสูงกว่าระดับก่อน Covid อยู่ 5% เราตั้งสมมติฐานอัตราการเข้าพักและค่าห้องพักรายวันเฉลี่ยใกล้เคียงกับประมาณการของบริษัท และคาดว่า EBITDA Margin จะปรับตัวดีขึ้นจาก 26% ในปี 2020 เป็น 32% ในปี 2022 ซึ่งเป็นระดับเดียวกับกับในปี 2019 เพราะฉะนั้น NHH น่าจะพลิกจากที่เคยขาดทุนจากการดำเนินงาน 5.9 พัน ลบ. เป็นมีกำไรจากการดำเนินงาน 2.1 พัน ลบ. ซึ่งคิดเป็น 58% ของกำไรปกติ 3.6 พัน ลบ. ในปี 2019 ประมาณการของเราอยู่ในระดับต่ำ เนื่องจาก NHH บันทึก EBITDA margin ที่ 36% ใน 4Q21 (หลังหักเงินอุดหนุนพิเศษจากรัฐบาลต่าง ๆ ในยุโรป)

พอร์ตที่ไม่ใช่ NHH น่าจะพลิกฟื้นได้ด้วยในปี 2022

นอกจากนี้เรายังคาดว่าพอร์ตอื่น ๆ ของบริษัท ก็จะมีกำไรฟื้น อัตราการเข้าพักของโรงแรมนอกยุโรป น่าจะปรับตัวดีขึ้นจาก 33% ในปี 2021 เป็น 50% ในปี 2022 นำโดยการฟื้นตัวของโรงแรมในไทย ในขณะที่ธุรกิจอาหารน่าจะปรับตัวดีขึ้นต่อเนื่อง การเติบโตของยอดขายจากสาขาเดิม (SSSG) ได้พลิกเป็นบวกจาก -1.7% ใน 4Q21 เป็น 11% ในเดือน ม.ค. 22 จากการผ่อนคลายมาตรการ Covid ในประเทศไทย เราคาดว่า SSSG จะอยู่ที่ 5% ในปี 2022 ในภาพรวมเราคาดว่ากำไรจากการดำเนินงานที่ไม่เกี่ยวข้องกับ NHH จะพลิกฟื้นจากที่เคยขาดทุนปกติประมาณ 3.8 พัน ลบ. ในปี 2020 เป็นมีกำไรปกติ 0.9 พัน ลบ. ในปี 2022

ปรับเพิ่มประมาณการกำไรปกติปี 2022 ขึ้น 20%

เราปรับเพิ่มประมาณการกำไรปกติปี 2022 ขึ้น 20% เพื่อสะท้อนผลประกอบการที่ดีใน 4Q21 และเป้าประมาณการล่าสุดของบริษัท นอกจากนี้เรายังรวม MINT-W7 ถึง MINT-W9 ที่จะมีการใช้สิทธิในช่วงปี 2022-24 ไว้ในประมาณการของเรา เนื่องจากทั้งหมดมีราคา in-the-money ราคาเป้าหมายปี 2022 ของเรายังคงเดิมที่ 42 บาท (DCF) MINT มีการซื้อขายในระดับการประเมินมูลค่าที่น่าสนใจ โดยอยู่ที่ 26x ของค่า 2023E P/E ซึ่งต่ำกว่าค่าเฉลี่ย 5 ปีที่ 31x



| Share price performance | 1 Month | 3 Month | 12 Month |
|--------------------------------|-----------------------------|---------|----------|
| Absolute (%) | 0.0 | 9.9 | 0.8 |
| Relative to country (%) | 0.1 | 4.4 | (7.5) |
| Mkt cap (USD m) | 4,869 | | |
| 3m avg. daily turnover (USD m) | 17.0 | | |
| Free float (%) | 86 | | |
| Major shareholder | Minor Holdings (Thai) (16%) | | |
| 12m high/low (THB) | 34.75/27.00 | | |
| Issued shares (m) | 5,754.62 | | |

Sources: Bloomberg consensus; FSSIA estimates



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PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 7 มีนาคม 2022

Investment thesis

We believe MINT’s earnings have already passed the bottom and its operation is now in a recovery mode. We expect core profit to turnaround in 2022 led by European hotel portfolio and food business.

MINT already solved its liquidity issue after raising capital of THB9.9b and issuing perpetual bonds worth USD300m. This should be sufficient to pass this crisis. In addition, MINT received approval for the extension of its financial covenant testing waiver from its creditors until the end of 2022.

We expect MINT’s core profit to return to the pre-Covid level by 2023, with a potential upside from a better EBITDA margin arising from cost-saving measures which should permanently reduce some expenses.

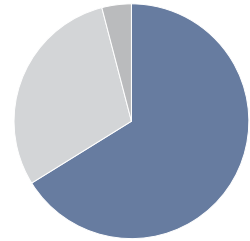
Company profile

MINT is one of the largest hospitality and leisure companies in the Asia Pacific region.

www.minor.com

Principal activities (revenue, 2021)

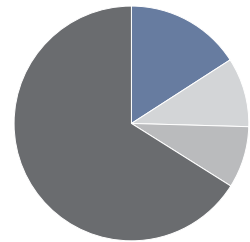
- Hotel & Mixed-use - 66.2 %
- F&B revenue - 29.8 %
- Retail revenue - 4.1 %



Source: Minor International

Major shareholders

- Minor Holdings (Thai) - 15.9 %
- Niti Osathanugrah - 9.6 %
- Thai NVDR - 8.5 %
- Others - 66.1 %



Source: Minor International

Catalysts

Key potential growth drivers include 1) a faster occupancy ramp-up rate following a global tourism recovery; 2) improving consumption and economic growth resulting in strong SSSG; and 3) an extensive rollout of Covid-19 vaccines.

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 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.

Event calendar

| Date | Event |
|----------|---------------------------|
| May 2022 | 1Q22 results announcement |

Key assumptions

| | 2022E | 2023E | 2024E |
|------------------------------------|--------|--------|--------|
| | (%) | (%) | (%) |
| Owned & leased hotels | | | |
| - Number of rooms (no.) | 56,921 | 56,921 | 56,921 |
| - Occupancy rate (OCC) | 55 | 69 | 71 |
| - RevPAR growth | 100 | 30 | 7 |
| Food business | | | |
| - Number of outlets (no.) | 2,461 | 2,559 | 2,661 |
| - Same-Store Sales Growth (SSSG) | 5 | 2 | 2 |
| - Total System Sales Growth (TSSG) | 8 | 6 | 6 |

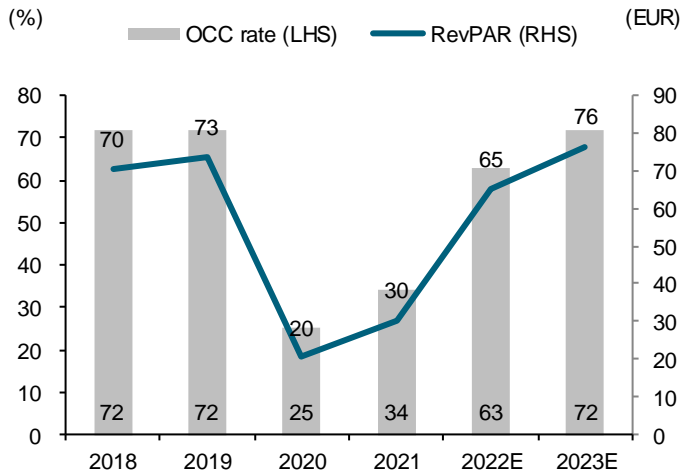
Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in OCC, we project a 2023 profit increase of 5%, and vice versa, all else being equal.
- For every 1% increase in SSSG, we project a 2023 profit increase of 1%, and vice versa, all else being equal.

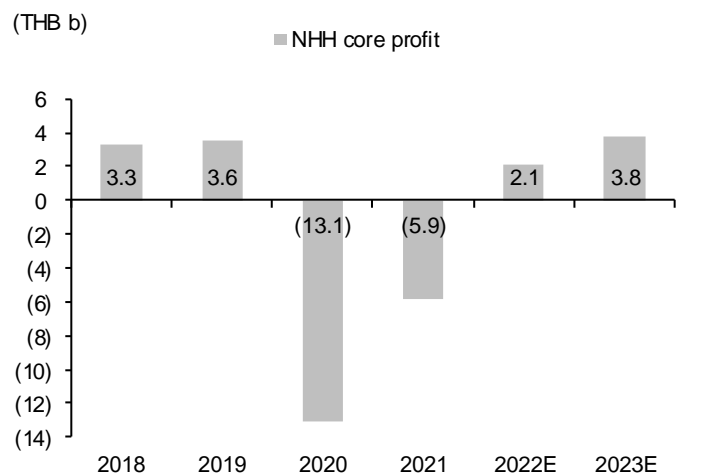
Source: FSSIA estimates

Exhibit 1: NHH OCC rate and RevPAR forecast



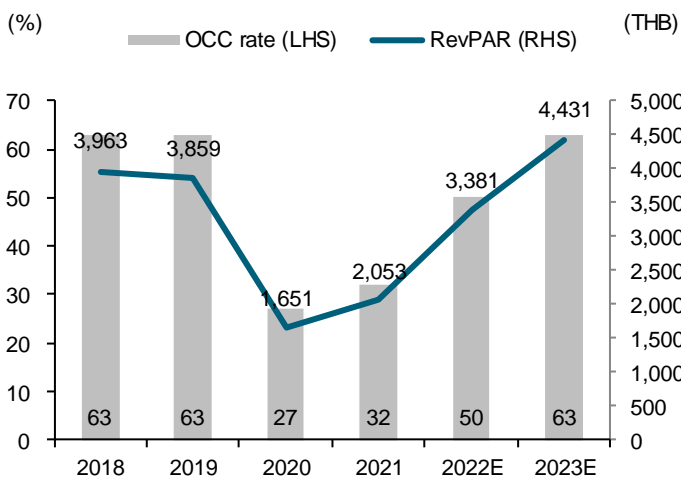
Sources: MINT; FSSIA estimate

Exhibit 2: NHH core profit forecast



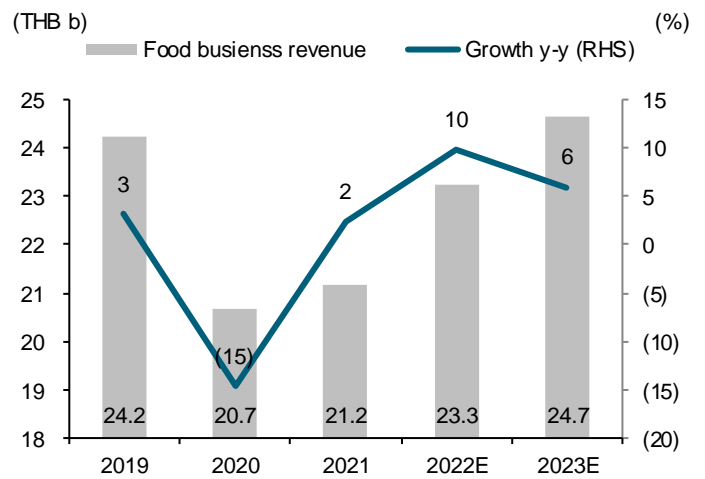
Sources: MINT; FSSIA estimate

Exhibit 3: MINT's OCC rate and RevPAR forecast



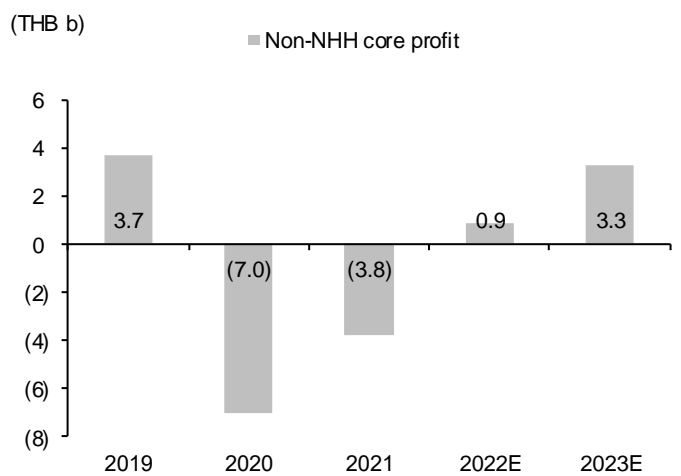
Sources: MINT; FSSIA estimate

Exhibit 4: Food business revenue



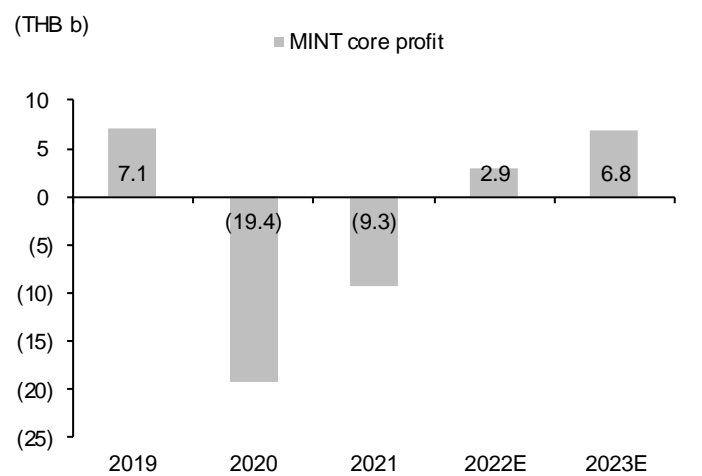
Sources: MINT; FSSIA estimate

Exhibit 5: Non-NHH core profit forecast



Sources: MINT; FSSIA estimate

Exhibit 6: MINT core profit forecast



Sources: MINT; FSSIA estimate

Recap: 4Q21 results review

MINT reported a positively surprising core profit of THB1.7b for 4Q21, the first core profit since Covid began, beating our forecast and Bloomberg's consensus estimate of a THB1.6b-1.8b core loss due to THB1.5b in subsidies from European governments and a better-than-expected EBITDA margin of 33% (27% excluding subsidies) vs our forecast of 24%. Including non-recurring items totaling -THB3.2b¹⁾, MINT's 4Q21 net loss was THB1.6b.

Hotel & mixed-use business: Revenue grew 32% q-q in 4Q21 thanks to the strong performance of NHH. NHH's OCC rate improved from 49% in 3Q21 to 50% in 4Q21 (peaked at 60% in Oct-21), while ADR increased from EUR91 in 3Q21 to EUR98 in 4Q21, only 5% below the pre-Covid level. Maldives hotels' RevPAR exceeded the pre-Covid level by 38% in 4Q21. Thailand hotels' OCC rate improved from 18% in 3Q21 to 30% in 4Q21 thanks to the pent-up demand for domestic tourism. Revenue from the mixed-use business jumped 82% q-q, driven by robust sales of residential units.

Food business: SSS fell by 1.7% y-y in 4Q21 due to weak operations in China (-11% y-y) and Australia (-8% y-y), pressured by the Omicron outbreak and lockdowns in some cities. However, it improved q-q compared to the -7% y-y SSSG in 3Q21. Meanwhile, the Thai hub recorded flat y-y SSSG, improving from -8% y-y in 3Q21 due to easing of lockdown restrictions.

Overall: The EBITDA of the hotel & mixed-use business jumped to 36% (vs 22% in 3Q21) thanks higher flow-through from revenue improvement, especially for NHH and the real estate business. The EBITDA margin of the food and beverage business was relatively flat q-q at 23%.

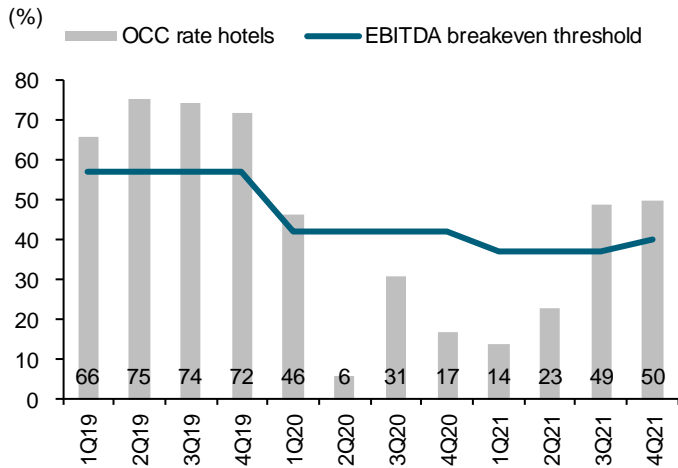
Note: ¹⁾ Non-recurring items in 4Q21: -THB3.1b loss on land valuation and building impairment, +THB0.9b adjustment of deferred tax asset, -THB0.2b FX loss on unmatched USD cross-currency swap, -THB0.8b impairment of goodwill and other assets.

Exhibit 7: 4Q21 results review

| | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | ----- Change ----- | | 2020 | 2021 | Change |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|--------------|-----------------|-----------------|--------------|
| | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q %) | (y-y %) | (THB m) | (THB m) | (y-y %) |
| Sales | 13,174 | 12,166 | 13,539 | 18,556 | 23,990 | 29 | 82 | 55,858 | 68,251 | 22 |
| -Hotel & Mixed-use | 6,815 | 6,480 | 8,023 | 13,241 | 17,416 | 32 | 156 | 32,714 | 45,160 | 38 |
| -Restaurant | 5,287 | 4,943 | 4,964 | 4,775 | 5,639 | 18 | 7 | 19,491 | 20,321 | 4 |
| -Retail | 1,073 | 742 | 552 | 540 | 935 | 73 | (13) | 3,653 | 2,770 | (24) |
| COGS (incl. depreciation) | (11,870) | (10,056) | (10,584) | (12,816) | (13,962) | 9 | 18 | (47,254) | (47,417) | 0 |
| Gross profit | 1,304 | 2,110 | 2,955 | 5,740 | 10,028 | 75 | 669 | 8,604 | 20,834 | 142 |
| SG&A | (5,881) | (6,939) | (7,759) | (7,757) | (8,733) | 13 | 48 | (26,715) | (31,188) | 17 |
| Operating profit | (4,577) | (4,829) | (4,803) | (2,017) | 1,295 | 164 | 128 | (18,111) | (10,354) | 43 |
| Net other income | 694 | 469 | 1,997 | 1,214 | 2,416 | 99 | 248 | 2,165 | 6,096 | 182 |
| Dividend income | 0 | 0 | 0 | 0 | 1 | | | 1 | 1 | (14) |
| Interest income | 157 | 138 | 170 | 130 | 197 | 52 | 25 | 576 | 634 | 10 |
| Interest expense | (1,398) | (1,995) | (2,265) | (2,163) | (1,695) | (22) | 21 | (7,452) | (8,118) | 9 |
| Pretax profit | (5,124) | (6,217) | (4,901) | (2,837) | 2,213 | 178 | 143 | (22,822) | (11,742) | 49 |
| Income Tax | 429 | 493 | 1,362 | 438 | (666) | (252) | (255) | 2,601 | 1,627 | (37) |
| Associates | 72 | (36) | (119) | (84) | 30 | (136) | (58) | (464) | (209) | (55) |
| Minority interest | 353 | 549 | 264 | 116 | 79 | (32) | (78) | 1,296 | 1,009 | (22) |
| Core profit | (4,270) | (5,211) | (3,394) | (2,367) | 1,657 | 170 | 139 | (19,388) | (9,315) | 52 |
| Extraordinaries, GW & FX | (1,321) | (2,039) | (530) | 1,931 | (3,214) | | | (2,019) | (3,852) | |
| Reported net profit | (5,591) | (7,250) | (3,924) | (436) | (1,557) | (258) | 72 | (21,407) | (13,167) | 38 |
| Shares out (end Q, m) | 5,182 | 5,192 | 5,193 | 5,199 | 5,214 | 0 | 1 | 5,182 | 5,214 | 1 |
| Core EPS | (0.8) | (1.0) | (0.7) | (0.5) | 0.3 | 170 | 139 | (4.0) | (1.8) | 55 |
| EPS | (1.1) | (1.4) | (0.8) | (0.1) | (0.3) | (257) | 72 | (4.4) | (2.5) | 42 |
| COGS (excl. depreciation) | (7,946) | (5,255) | (5,521) | (7,747) | (8,952) | 16 | 13 | (28,652) | (27,475) | (4) |
| Depreciation | (3,923) | (4,801) | (5,063) | (5,069) | (5,009) | (1) | 28 | (18,602) | (19,942) | 7 |
| EBITDA | 269 | 543 | 2,307 | 4,312 | 8,948 | 108 | 3,226 | 2,769 | 16,109 | 482 |
| Key Ratios | (%) | (%) | (%) | (%) | (%) | (ppt) | (ppt) | (%) | (%) | (ppt) |
| Gross margin | 10 | 17 | 22 | 31 | 42 | 11 | 32 | 15 | 31 | 15 |
| SG&A/Revenue | 45 | 57 | 57 | 42 | 36 | (5) | (8) | 48 | 46 | (2) |
| Total EBITDA margin | (0) | 4 | 20 | 22 | 33 | 11 | 33 | 5 | 21 | 17 |
| Net profit margin | (40) | (57) | (25) | (2) | (6) | (4) | 34 | (37) | (18) | 19 |
| Operating stat | | | | | | | | | | |
| Owned & leased RevPAR (% y-y) | | | | | | | | | | |
| Total | (80) | (76) | 413 | 513 | nm | | | | | |
| Thailand | (78) | (81) | 609 | (24) | 50 | | | | | |
| Maldives | (18) | (11) | nm | nm | 0 | | | | | |
| Europe & The Americas (NHH) | (82) | (77) | 375 | 475 | nm | | | | | |
| SSSG (y-y %) | | | | | | | | | | |
| Total | (14) | (15) | 6 | (7) | (2) | | | | | |
| Thailand | (17) | (28) | (14) | (8) | 0 | | | | | |
| China | 3 | 75 | 28 | (6) | (11) | | | | | |
| TSSG (y-y %) | | | | | | | | | | |
| Total | (16) | (12) | 36 | (8) | 6 | | | | | |
| Thailand | (17) | (27) | 6 | (14) | 9 | | | | | |
| China | 8 | 183 | 76 | 15 | 7 | | | | | |

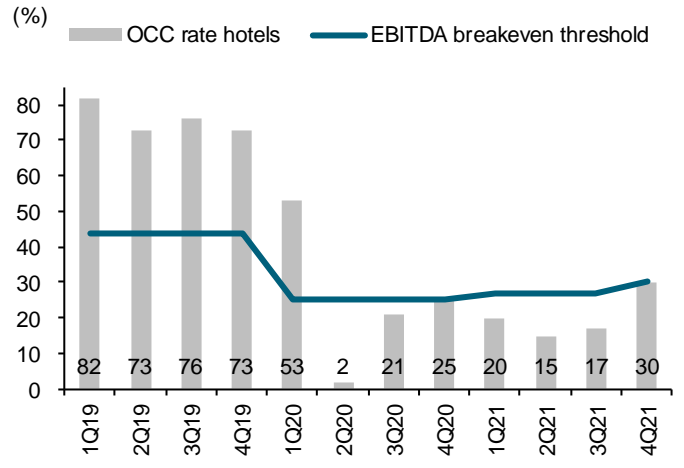
Sources: MINT; FSSIA estimates

Exhibit 8: NHH OCC rate



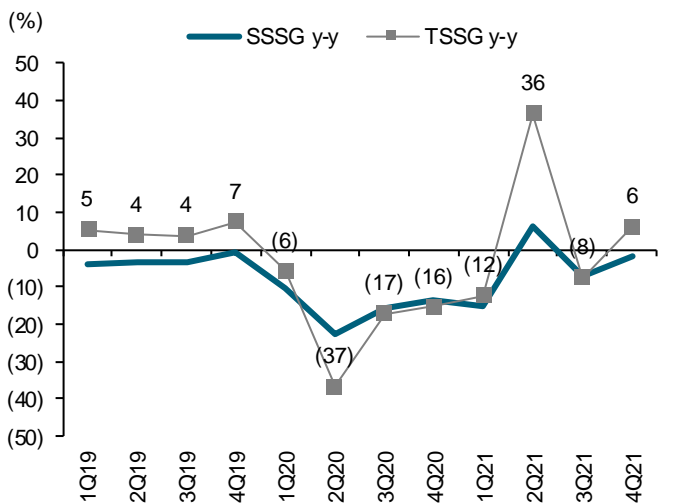
Source: MINT

Exhibit 9: Thai hotels OCC rate



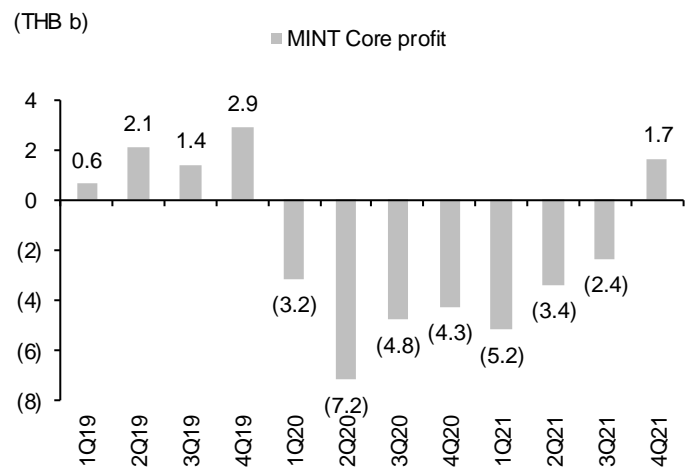
Source: MINT

Exhibit 10: SSSG and TSSG



Source: MINT

Exhibit 11: Core profit, quarterly



Source: MINT

Exhibit 12: Key assumption changes

| | Current | | | Previous | | | Change (%) | | |
|-----------------------|---------|-------|-------|----------|-------|-------|------------|-------|-------|
| | 2022E | 2023E | 2024E | 2022E | 2023E | 2024E | 2022E | 2023E | 2024E |
| Hotel - OCC (%) | 55 | 69 | 71 | 60 | 69 | 0 | (4.6) | - | 71.4 |
| Hotel - RevPAR (THB) | 2,610 | 3,258 | 3,491 | 2,376 | 3,120 | 3,491 | 9.8 | 4.4 | - |
| Food - SSSG (%) | 5 | 2 | 2 | 4 | 2 | 0 | 1.0 | - | 2.0 |
| Food - TSSG (%) | 8 | 6 | 6 | 8 | 6 | 0 | - | - | 6.0 |
| Revenue (THB b) | 106.6 | 126.0 | 132.2 | 98.4 | 124.4 | 132.2 | 8.2 | 1.3 | - |
| EBITDA margin (%) | 30.0 | 30.1 | 30.2 | 29.2 | 29.7 | 30.2 | 0.8 | 0.5 | 0.0 |
| Core earnings (THB b) | 2.9 | 6.8 | 7.8 | 2.4 | 6.8 | 7.8 | 20.1 | 0.0 | 0.0 |

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

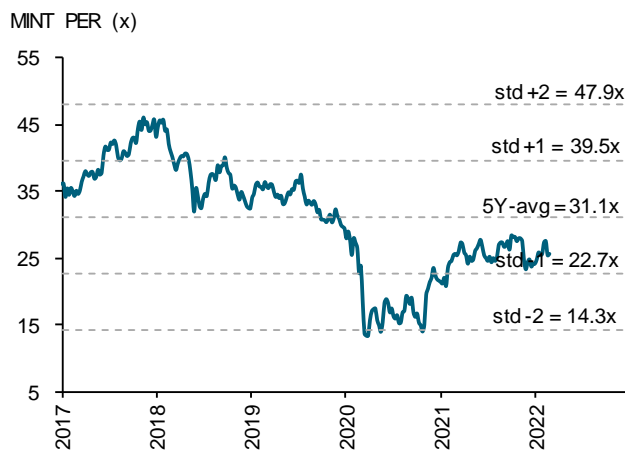
Source: FSSIA estimates

Exhibit 13: DCF valuation

| Cost of equity assumptions (%) | | Cost of debt assumptions (%) | | |
|---------------------------------|--------------|------------------------------|---|----------|
| Risk-free rate | 3.0 | Pre-tax cost of debt | 4.0 | |
| Market risk premium | 8.0 | Marginal tax rate | 20.0 | |
| Stock beta | 1.3 | | | |
| Cost of equity, Ke | 13.3 | Net cost of debt, Kd | 3.2 | |
| Weight applied | 50.0 | Weight applied | 50.0 | |
| | | | | |
| WACC | 8.3 | | | |
| | | | | |
| DCF valuation estimate | | (THB b) | (THB/share) | Comments |
| NPV | 176.4 | 30.7 | WACC 8.3%, risk-free rate 3%, risk premium 8% | |
| Terminal value | 278.9 | 48.5 | Terminal growth 2.5% | |
| Cash & liquid assets | 24.8 | 4.3 | At end-2022E | |
| Investments | 16.2 | 2.8 | At end-2022E | |
| Debt | (242.9) | (42.2) | At end-2022E | |
| Minorities | (11.6) | (2.0) | At end-2022E | |
| Residual ordinary equity | 241.9 | 42.0 | | |

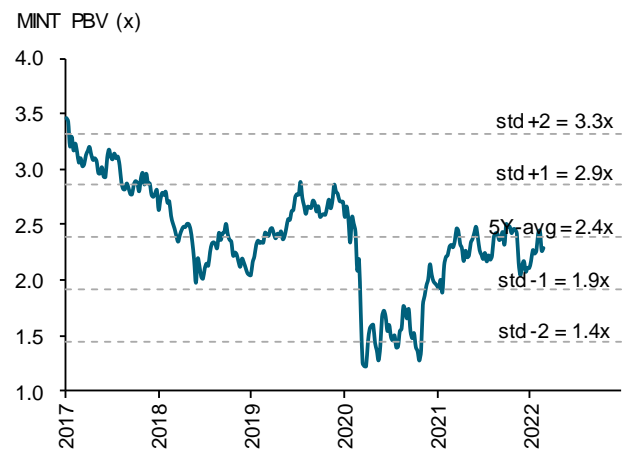
Source: FSSIA estimates

Exhibit 14: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 15: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 16: Peers comparison as of 4 Mar 2022

| Company | BBG | Rec | ---Share price--- | | | Market Cap (USD m) | ----- PE ----- | | ----- PBV ----- | | --- EV/ EBITDA --- | |
|----------------------------|-------------|-----|-------------------|--------------|------------|--------------------|----------------|-------------|-----------------|------------|--------------------|-------------|
| | | | Current (LCY) | Target (LCY) | Upside (%) | | 22E (x) | 23E (x) | 22E (x) | 23E (x) | 22E (x) | 23E (x) |
| Thailand | | | | | | | | | | | | |
| Asset World Corp | AWC TB | BUY | 5 | 6 | 20 | 4,894 | 548.0 | 76.7 | 2.0 | 1.9 | 69.2 | 35.5 |
| Minor International | MINT TB | BUY | 30.5 | 42 | 38 | 4,869 | 60.9 | 25.7 | 2.2 | 2.6 | 12.3 | 10.6 |
| Central Plaza Hotel | CENDEL TB | BUY | 37 | 45 | 22 | 1,528 | 84.5 | 24.2 | 2.7 | 2.4 | 16.3 | 11.0 |
| Erawan Group | ERW TB | BUY | 3.18 | 4 | 26 | 441 | (143.8) | 35.3 | 2.4 | 2.3 | 23.1 | 13.3 |
| S Hotels & Resorts | SHR TB | BUY | 3.4 | 4.6 | 35 | 374 | 123.8 | 29.8 | 0.8 | 0.8 | 12.3 | 10.0 |
| Thailand average | | | | | | 12,106 | 134.6 | 38.3 | 2.0 | 2.0 | 26.7 | 16.1 |
| Regional | | | | | | | | | | | | |
| Shanghai Jin Jiang Capital | 2006 HK | n/a | 2.97 | n/a | n/a | 2,115 | n/a | 36.4 | 1.3 | 1.3 | n/a | n/a |
| Btg Hotels Group | 600258 CH | n/a | 27.63 | n/a | n/a | 4,758 | 121.9 | 30.8 | 3.0 | 2.7 | 40.3 | 20.3 |
| Sh Jinjiang Intl Hotels | 900934 CH | n/a | 2.06 | n/a | n/a | 8,723 | 41.2 | 10.1 | 0.9 | 0.8 | 44.6 | 23.9 |
| Huangshan Tourism Develop | 900942 CH | n/a | 0.76 | n/a | n/a | 1,036 | 42.5 | 13.1 | 0.8 | 0.8 | 29.2 | 9.9 |
| Genting Bhd | GENT MK | n/a | 4.57 | n/a | n/a | 4,164 | n/a | 13.7 | 0.5 | 0.5 | 15.6 | 7.6 |
| Greentree Hospitality | GHG US | n/a | 5.33 | n/a | n/a | 549 | 15.7 | 10.8 | 1.5 | 1.4 | 7.7 | 5.2 |
| Huazhu Group | HTHT US | n/a | 38.40 | n/a | n/a | 12,547 | 1,139.7 | 45.3 | 7.0 | 6.1 | 47.8 | 19.1 |
| Indian Hotels | IH IN | n/a | 190.50 | n/a | n/a | 3,276 | n/a | n/a | 6.4 | 5.3 | n/a | 63.4 |
| Lemon Tree Hotels | LEMONTRE IN | n/a | 52.45 | n/a | n/a | 541 | n/a | n/a | 6.1 | 4.9 | 101.1 | 43.2 |
| Lippo Karawaci | LPKR IJ | n/a | 130.00 | n/a | n/a | 641 | n/a | 35.7 | 0.5 | 0.5 | 8.2 | 10.0 |
| Regional average | | | | | | 38,349 | 272.2 | 24.5 | 2.8 | 2.4 | 36.8 | 22.5 |
| Overall average | | | | | | 50,455 | 203.4 | 29.8 | 2.5 | 2.3 | 32.9 | 20.2 |

Sources: Bloomberg; FSSIA estimates

Financial Statements

Minor International

| Profit and Loss (THB m) Year Ending Dec | 2020 | 2021 | 2022E | 2023E | 2024E |
|---|-----------------|-----------------|---------------|---------------|---------------|
| Revenue | 55,858 | 68,251 | 106,551 | 125,972 | 132,167 |
| Cost of goods sold | (28,652) | (27,475) | (36,990) | (43,399) | (45,582) |
| Gross profit | 27,206 | 40,776 | 69,560 | 82,573 | 86,585 |
| Other operating income | - | - | - | - | - |
| Operating costs | (26,715) | (31,188) | (40,489) | (47,618) | (49,695) |
| Operating EBITDA | 492 | 9,588 | 29,071 | 34,956 | 36,890 |
| Depreciation | (18,602) | (19,942) | (20,862) | (21,562) | (22,382) |
| Goodwill amortisation | - | - | - | - | - |
| Operating EBIT | (18,111) | (10,354) | 8,209 | 13,394 | 14,509 |
| Net financing costs | (6,876) | (7,484) | (7,916) | (7,798) | (7,661) |
| Associates | (464) | (209) | 414 | 828 | 895 |
| Recurring non-operating income | 1,701 | 5,888 | 3,316 | 3,817 | 3,974 |
| Non-recurring items | (2,019) | (3,852) | 0 | 0 | 0 |
| Profit before tax | (25,305) | (15,802) | 3,609 | 9,413 | 10,821 |
| Tax | 2,601 | 1,627 | (607) | (2,318) | (2,680) |
| Profit after tax | (22,703) | (14,175) | 3,002 | 7,095 | 8,141 |
| Minority interests | 1,296 | 1,009 | (118) | (267) | (293) |
| Preferred dividends | - | - | - | - | - |
| Other items | - | - | - | - | - |
| Reported net profit | (21,407) | (13,167) | 2,883 | 6,828 | 7,848 |
| Non-recurring items & goodwill (net) | 2,019 | 3,852 | 0 | 0 | 0 |
| Recurring net profit | (19,388) | (9,315) | 2,883 | 6,828 | 7,848 |
| Per share (THB) | | | | | |
| Recurring EPS * | (3.74) | (1.79) | 0.50 | 1.19 | 1.36 |
| Reported EPS | (4.13) | (2.53) | 0.55 | 1.22 | 1.36 |
| DPS | 0.00 | 0.00 | 0.19 | 0.41 | 0.46 |
| Diluted shares (used to calculate per share data) | 5,182 | 5,214 | 5,755 | 5,755 | 5,755 |
| Growth | | | | | |
| Revenue (%) | (52.9) | 22.2 | 56.1 | 18.2 | 4.9 |
| Operating EBITDA (%) | (97.3) | 1,850.7 | 203.2 | 20.2 | 5.5 |
| Operating EBIT (%) | nm | nm | nm | 63.2 | 8.3 |
| Recurring EPS (%) | nm | nm | nm | 136.8 | 14.9 |
| Reported EPS (%) | nm | nm | nm | 120.7 | 11.7 |
| Operating performance | | | | | |
| Gross margin inc. depreciation (%) | 15.4 | 30.5 | 45.7 | 48.4 | 48.6 |
| Gross margin of key business (%) | 15.4 | 30.5 | 45.7 | 48.4 | 48.6 |
| Operating EBITDA margin (%) | 0.9 | 14.0 | 27.3 | 27.7 | 27.9 |
| Operating EBIT margin (%) | (32.4) | (15.2) | 7.7 | 10.6 | 11.0 |
| Net margin (%) | (34.7) | (13.6) | 2.7 | 5.4 | 5.9 |
| Effective tax rate (%) | 11.4 | 13.9 | 19.0 | 27.0 | 27.0 |
| Dividend payout on recurring profit (%) | - | - | 37.5 | 35.0 | 34.0 |
| Interest cover (X) | (2.4) | (0.6) | 1.5 | 2.2 | 2.4 |
| Inventory days | 49.8 | 47.6 | 34.7 | 28.5 | 26.6 |
| Debtor days | 91.0 | 72.0 | 50.1 | 42.4 | 40.4 |
| Creditor days | 225.1 | 223.9 | 188.3 | 149.0 | 128.6 |
| Operating ROIC (%) | (6.9) | (3.1) | 2.4 | 3.6 | 4.0 |
| ROIC (%) | (5.5) | (1.2) | 3.0 | 4.1 | 4.5 |
| ROE (%) | (27.2) | (13.8) | 4.2 | 10.0 | 12.0 |
| ROA (%) | (4.7) | (1.1) | 2.6 | 3.6 | 4.1 |
| * Pre-exceptional, pre-goodwill and fully diluted | | | | | |
| Revenue by Division (THB m) | | | | | |
| Hotel & Mixed-use | 32,714 | 45,160 | 80,918 | 98,246 | 102,905 |
| F&B revenue | 19,491 | 20,321 | 22,150 | 23,479 | 24,888 |
| Retail revenue | 3,653 | 2,770 | 3,483 | 4,248 | 4,375 |

Sources: Minor International; FSSIA estimates

Financial Statements

Minor International

| Cash Flow (THB m) Year Ending Dec | 2020 | 2021 | 2022E | 2023E | 2024E |
|-----------------------------------|------------------|-----------------|-----------------|-----------------|-----------------|
| Recurring net profit | (19,388) | (9,315) | 2,883 | 6,828 | 7,848 |
| Depreciation | 18,602 | 19,942 | 20,862 | 21,562 | 22,382 |
| Associates & minorities | - | - | - | - | - |
| Other non-cash items | (2,368) | (5,186) | 118 | 267 | 293 |
| Change in working capital | (4,216) | 6,605 | 888 | (5,832) | 626 |
| Cash flow from operations | (7,369) | 12,046 | 24,752 | 22,825 | 31,148 |
| Capex - maintenance | (114,585) | (27,042) | (12,000) | (10,000) | (11,252) |
| Capex - new investment | - | - | - | - | - |
| Net acquisitions & disposals | (1,234) | (197) | 0 | 0 | 0 |
| Other investments (net) | - | - | - | - | - |
| Cash flow from investing | (115,818) | (27,238) | (12,000) | (10,000) | (11,252) |
| Dividends paid | 0 | 0 | 0 | (980) | (2,322) |
| Equity finance | 18,022 | (453) | 0 | (11,551) | (5,033) |
| Debt finance | 118,568 | (5,883) | (13,000) | (8,000) | (8,000) |
| Other financing cash flows | (545) | 20,436 | 0 | 0 | 0 |
| Cash flow from financing | 136,045 | 14,101 | (13,000) | (20,531) | (15,354) |
| Non-recurring cash flows | - | - | - | - | - |
| Other adjustments | 0 | 0 | 0 | 0 | 0 |
| Net other adjustments | 0 | 0 | 0 | 0 | 0 |
| Movement in cash | 12,857 | (1,092) | (248) | (7,707) | 4,542 |
| Free cash flow to firm (FCFF) | (115,735.09) | (7,074.20) | 21,275.82 | 21,223.84 | 27,973.02 |
| Free cash flow to equity (FCFE) | (5,164.81) | (638.87) | (247.94) | 4,824.54 | 11,896.69 |

Per share (THB)

| | | | | | |
|-------------------------------|---------|--------|--------|------|------|
| FCFF per share | (20.11) | (1.23) | 3.70 | 3.69 | 4.86 |
| FCFE per share | (0.90) | (0.11) | (0.04) | 0.84 | 2.07 |
| Recurring cash flow per share | (0.61) | 1.04 | 4.58 | 5.12 | 5.30 |

| Balance Sheet (THB m) Year Ending Dec | 2020 | 2021 | 2022E | 2023E | 2024E |
|---|----------------|----------------|----------------|----------------|----------------|
| Tangible fixed assets (gross) | 369,508 | 392,452 | 404,452 | 414,452 | 425,703 |
| Less: Accumulated depreciation | (89,194) | (104,820) | (125,682) | (147,244) | (169,626) |
| Tangible fixed assets (net) | 280,314 | 287,632 | 278,770 | 267,208 | 256,078 |
| Intangible fixed assets (net) | 0 | 0 | 0 | 0 | 0 |
| Long-term financial assets | - | - | - | - | - |
| Invest. in associates & subsidiaries | 16,052 | 16,249 | 16,249 | 16,249 | 16,249 |
| Cash & equivalents | 26,188 | 25,097 | 24,849 | 17,142 | 21,684 |
| A/C receivable | 12,286 | 14,638 | 14,638 | 14,638 | 14,638 |
| Inventories | 3,683 | 3,490 | 3,547 | 3,235 | 3,398 |
| Other current assets | 9,908 | 5,602 | 6,147 | 5,921 | 6,212 |
| Current assets | 52,064 | 48,827 | 49,181 | 40,936 | 45,932 |
| Other assets | 13,896 | 16,926 | 16,926 | 16,926 | 16,926 |
| Total assets | 362,327 | 369,633 | 361,125 | 341,318 | 335,184 |
| Common equity | 66,981 | 68,023 | 70,906 | 65,203 | 65,696 |
| Minorities etc. | 9,343 | 11,470 | 11,588 | 11,855 | 12,148 |
| Total shareholders' equity | 76,324 | 79,492 | 82,494 | 77,058 | 77,844 |
| Long term debt | 230,800 | 224,576 | 211,576 | 203,576 | 195,576 |
| Other long-term liabilities | 33,048 | 38,610 | 38,610 | 38,610 | 38,610 |
| Long-term liabilities | 263,849 | 263,187 | 250,187 | 242,187 | 234,187 |
| A/C payable | 15,310 | 18,394 | 19,766 | 15,661 | 16,449 |
| Short term debt | 140 | 482 | 482 | 482 | 482 |
| Other current liabilities | 6,703 | 8,079 | 8,196 | 5,931 | 6,222 |
| Current liabilities | 22,154 | 26,954 | 28,444 | 22,074 | 23,153 |
| Total liabilities and shareholders' equity | 362,327 | 369,633 | 361,125 | 341,318 | 335,184 |
| Net working capital | 3,863 | (2,742) | (3,630) | 2,202 | 1,576 |
| Invested capital | 314,125 | 318,064 | 308,314 | 302,584 | 290,829 |

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

Per share (THB)

| | | | | | |
|-------------------------------|-------|-------|-------|-------|-------|
| Book value per share | 12.92 | 13.05 | 13.60 | 11.66 | 11.42 |
| Tangible book value per share | 12.92 | 13.05 | 13.60 | 11.66 | 11.42 |

Financial strength

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Net debt/equity (%) | 268.3 | 251.5 | 226.9 | 242.6 | 224.0 |
| Net debt/total assets (%) | 56.5 | 54.1 | 51.8 | 54.8 | 52.0 |
| Current ratio (x) | 2.4 | 1.8 | 1.7 | 1.9 | 2.0 |
| CF interest cover (x) | 0.2 | 0.9 | 1.0 | 1.6 | 2.6 |

| Valuation | 2020 | 2021 | 2022E | 2023E | 2024E |
|---|---------------|---------------|-------------|-------------|-------------|
| Recurring P/E (x) * | (8.2) | (17.1) | 60.9 | 25.7 | 22.4 |
| Recurring P/E @ target price (x) * | (11.2) | (23.5) | 83.8 | 35.4 | 30.8 |
| Reported P/E (x) | (7.4) | (12.1) | 55.1 | 25.0 | 22.4 |
| Dividend yield (%) | - | - | 0.6 | 1.4 | 1.5 |
| Price/book (x) | 2.4 | 2.3 | 2.2 | 2.6 | 2.7 |
| Price/tangible book (x) | 2.4 | 2.3 | 2.2 | 2.6 | 2.7 |
| EV/EBITDA (x) ** | 757.2 | 38.6 | 12.3 | 10.6 | 9.8 |
| EV/EBITDA @ target price (x) ** | 878.4 | 44.9 | 14.4 | 12.4 | 11.6 |
| EV/invested capital (x) | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 |

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

Sources: Minor International; 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 | ICHI | 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 | PAP | PCSGH | PDJ | PG | PHOL | PLANB |
| 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 | SE-ED | 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 | AMANAH | 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

Minor International (MINT TB)



| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 08-Mar-2019 | HOLD | 40.00 | 03-Nov-2020 | BUY | 24.00 | 13-May-2021 | BUY | 38.00 |
| 26-Nov-2019 | HOLD | 38.00 | 18-Nov-2020 | BUY | 29.00 | 12-Oct-2021 | BUY | 42.00 |
| 20-Dec-2019 | HOLD | 37.00 | 08-Mar-2021 | BUY | 40.00 | | | |

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

Price and TP are in local currency

Source: FSSIA estimates

Asset World Corp (AWC TB)



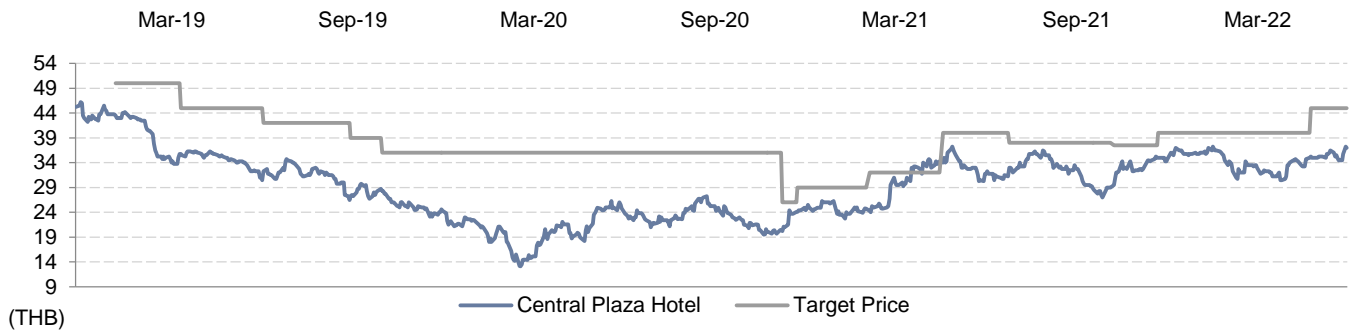
| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 15-Oct-2019 | BUY | 7.50 | 17-Feb-2021 | HOLD | 5.00 | 22-Feb-2022 | BUY | 6.00 |
| 03-Nov-2020 | HOLD | 3.50 | 19-Mar-2021 | BUY | 6.40 | | | |
| 11-Nov-2020 | HOLD | 4.20 | 11-Aug-2021 | BUY | 5.60 | | | |

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

Price and TP are in local currency

Source: FSSIA estimates

Central Plaza Hotel (CENTEL TB)



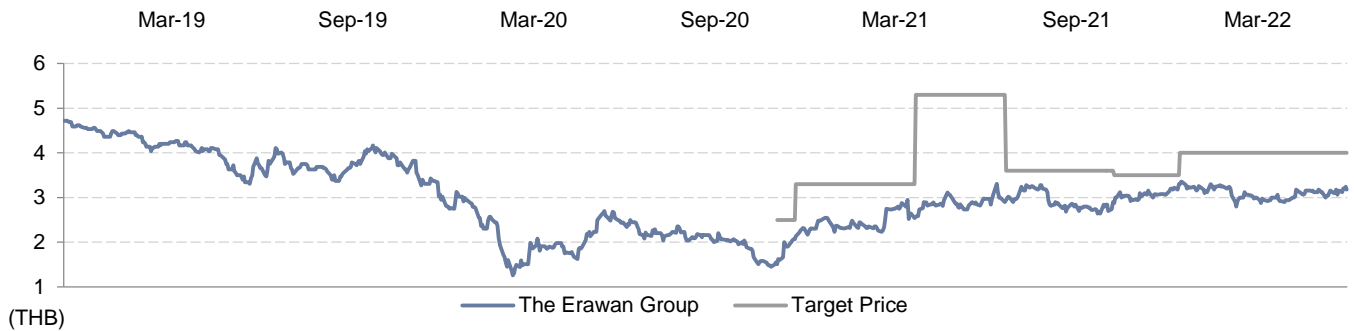
| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 11-Apr-2019 | BUY | 50.00 | 03-Nov-2020 | BUY | 26.00 | 13-Aug-2021 | BUY | 37.50 |
| 06-Jun-2019 | BUY | 45.00 | 16-Nov-2020 | BUY | 29.00 | 22-Sep-2021 | BUY | 40.00 |
| 16-Aug-2019 | BUY | 42.00 | 15-Jan-2021 | BUY | 32.00 | 31-Jan-2022 | BUY | 45.00 |
| 30-Oct-2019 | BUY | 39.00 | 19-Mar-2021 | BUY | 40.00 | | | |
| 26-Nov-2019 | BUY | 36.00 | 17-May-2021 | BUY | 38.00 | | | |

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

Price and TP are in local currency

Source: FSSIA estimates

The Erawan Group (ERW TB)



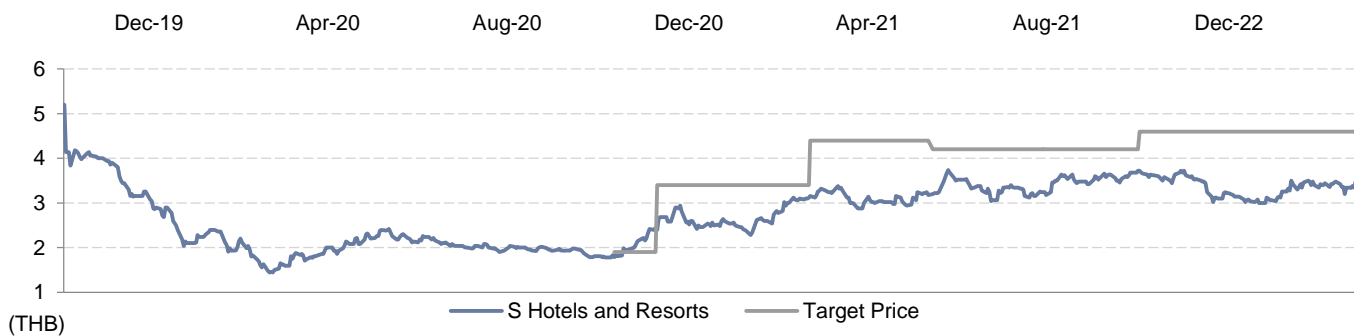
| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 03-Nov-2020 | HOLD | 2.50 | 01-Mar-2021 | BUY | 5.30 | 17-Aug-2021 | BUY | 3.50 |
| 19-Nov-2020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

S Hotels and Resorts (SHR TB)



| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 03-Nov-2020 | HOLD | 1.90 | 11-Mar-2021 | BUY | 4.40 | 12-Oct-2021 | BUY | 4.60 |
| 01-Dec-2020 | BUY | 3.40 | 28-May-2021 | BUY | 4.20 | | | |

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 |
|----------------------|------------|-----------|--------|---|
| Minor International | MINT TB | THB 30.50 | 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. |
| Asset World Corp | AWC TB | THB 5.00 | 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. |
| Central Plaza Hotel | CEN TEL TB | THB 37.00 | 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. |
| 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. |
| S Hotels and Resorts | SHR TB | THB 3.40 | 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 04-Mar-2022 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.