

THE ERAWAN GROUP

ERW TB

THAILAND / TOURISM & LEISURE

BUY

UNCHANGED

Solid organic growth in 4Q23E

- Expect core profit of THB183m in 4Q23 (-8% y-y, +23% q-q), pressured by expenses from Japan Hop Inn.
- Despite losses from Japan Hop Inn, we still expect core profit to grow by 8% to THB0.75b in 2024 thanks to strong organic growth.
- Maintain BUY with a DCF-derived TP of THB6.3/shr.

| | |
|-----------------|-----------|
| TARGET PRICE | THB6.30 |
| CLOSE | THB4.90 |
| UP/DOWNSIDE | +28.6% |
| PRIOR TP | THB6.30 |
| CHANGE IN TP | UNCHANGED |
| TP vs CONSENSUS | +2.6% |

KEY STOCK DATA

| YE Dec (THB m) | 2022 | 2023E | 2024E | 2025E |
|----------------------|--------|-------|--------|-------|
| Revenue | 4,629 | 6,989 | 7,864 | 8,390 |
| Net profit | (224) | 712 | 746 | 861 |
| EPS (THB) | (0.05) | 0.16 | 0.15 | 0.18 |
| vs Consensus (%) | - | 3.2 | (16.2) | (9.1) |
| EBITDA | 969 | 2,090 | 2,383 | 2,693 |
| Recurring net profit | (278) | 688 | 746 | 861 |
| Core EPS (THB) | (0.06) | 0.15 | 0.15 | 0.18 |
| Chg. In EPS est. (%) | nm | 6.7 | 2.2 | 0.0 |
| EPS growth (%) | nm | nm | 0.4 | 15.4 |
| Core P/E (x) | (79.9) | 32.3 | 32.1 | 27.8 |
| Dividend yield (%) | - | 1.2 | 1.2 | 1.4 |
| EV/EBITDA (x) | 36.0 | 16.3 | 15.6 | 13.7 |
| Price/book (x) | 3.9 | 3.5 | 3.0 | 2.8 |
| Net debt/Equity (%) | 222.0 | 185.3 | 165.1 | 150.7 |
| ROE (%) | (4.7) | 11.4 | 10.4 | 10.4 |

Without Japan project, 4Q23E core profit would grow 10-15% y-y

We expect non-Hop Inn RevPAR to grow by 8% y-y and exceed pre-Covid by 29% in 4Q23, driven by the strong performance of its economy hotels. However, the OCC rate of luxury hotels should drop to 81% (vs 86% in 4Q22) due to the high base in 4Q22, but it should be more than offset by higher ADR. Thailand Hop Inn RevPAR should grow 16% y-y and exceed pre-Covid by 25%. RevPAR of Philippines hotels should grow 15% y-y and exceed pre-Covid by 7%. ERW should book expenses related to the Japan project of THB40-50m (THB30-35m pre-operating and THB12-14m depreciation and interest expense). Thus, we forecast 4Q23 core profit to drop by 8% y-y to THB183m. Excluding Japan project expenses, 4Q23E core profit would grow 10-15% y-y to THB220-230m.

Expect Japan Hop Inn to deliver positive EBITDA in 2024

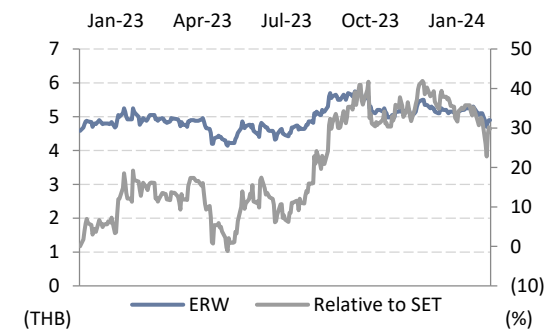
We expect organic RevPAR to grow 5% y-y in 2024. For Japan Hop Inn, we estimate an OCC rate of 75% with ADR of THB3,000 and an EBITDA margin of 30-35%. However, it could contribute a loss of THB30-50m in 2024 from depreciation and interest expenses. ERW also plans to open 8 Thailand Hop Inn and 3 Philippine Hop Inn hotels in 2024. We forecast 2024 core profit to grow by 8% to THB0.75b from THB0.69b in 2023

Healthy balance sheet to support major investment

Although ERW has large capex in 2023-24 mainly from the THB1.7b Japan Hop Inn project and THB1.6b acquisition of ibis Pattaya and ibis Phuket Patong from ERWPF (subject to ERWPF's shareholder approval on 27 Feb), we estimate its IBD/E to stay at 1.8-1.9x in 2024, lower than its debt covenant of 2.5x. This assumes that ERW uses bank loans for 70% of the total investment. We have no concern about its balance sheet given that it had THB1.4b cash on hand as of 3Q23, in-the-money ERW-W3 with potential proceeds of THB1.1b and strong EBITDA of THB2.4-2.7b in 2024-25E.

Revise up core profit; trading at cheaper valuation than historical

We revise up our 2023-24E core profit by 2-7% to reflect the strong 4Q23 operations, and maintain our 2024 DCF-based TP of THB6.3/shr. ERW trades at an attractive valuation of 32X 2024E P/E vs its five-year average of 35x.



| Share price performance | 1 Month | 3 Month | 12 Month |
|--------------------------------|-------------------|---------|----------|
| Absolute (%) | (3.0) | (3.9) | 7.0 |
| Relative to country (%) | (2.1) | (1.1) | 30.7 |
| Mkt cap (USD m) | 625 | | |
| 3m avg. daily turnover (USD m) | 2.4 | | |
| Free float (%) | 58 | | |
| Major shareholder | Chottanavat (17%) | | |
| 12m high/low (THB) | 5.85/4.08 | | |
| Issued shares (m) | 4,891.21 | | |

Sources: Bloomberg consensus; FSSIA estimates


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Investment thesis

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

ERW recently announced four Hop Inn projects in Japan. It should become a new growth driver for ERW over the next five years.

ERW plans to expand its Hop Inn portfolio from 58 hotels in 2023 to more than 150 hotels by 2030, including 105 in Thailand, 14 in the Philippines, 15 in Japan and the remaining from potential countries such as Singapore, Malaysia, Vietnam, Indonesia, South Korea and Australia.

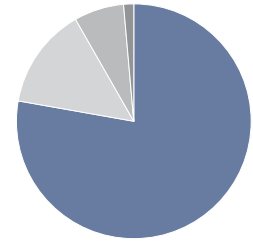
Company profile

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

www.theerawan.com

Principal activities (revenue, 2022)

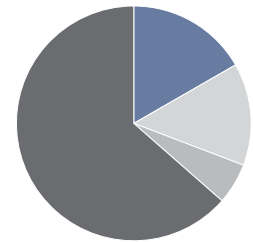
- Non-Hop Inn hotel - 77.8 %
- Hop Inn Thailand - 14.0 %
- Hop Inn Philippines - 6.9 %
- Others - 1.4 %



Source: The Erawan Group

Major shareholders

- Chottanavat - 16.7 %
- Mitr Siam Capital Limited - 14.1 %
- Mitr Phol Sugar Corp - 5.7 %
- Others - 63.5 %



Source: The Erawan Group

Catalysts

Key potential growth drivers include 1) a faster OCC ramp-up rate following the global tourism recovery; 2) strong pent-up demand from Chinese tourists; 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 |
|----------|---------------------------|
| Feb 2024 | 4Q23 results announcement |

Key assumptions

| | 2023E | 2024E | 2025E |
|---------------------------------|--------|--------|--------|
| Number of hotels (no.) | 78 | 93 | 99 |
| Number of rooms (no.) | 10,188 | 11,309 | 11,925 |
| All hotels excl. Hop Inn | | | |
| Occupancy rate (OCC %) | 82 | 83 | 83 |
| RevPAR growth (y-y %) | 76 | 5 | 3 |
| Thailand Hop Inn | | | |
| Occupancy rate (OCC %) | 82 | 82 | 83 |
| RevPAR growth (y-y %) | 21 | 4 | 3 |

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in OCC, we project a 2024 profit increase of 7%, and vice versa, all else being equal.
- For every 1% increase in EBITDA margin, we project a 2024 profit increase of 9%, and vice versa, all else being equal.

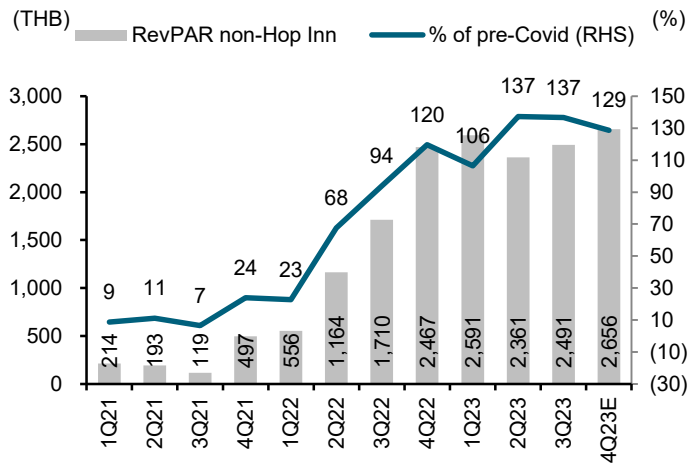
Source: FSSIA estimates

Exhibit 1: 4Q23 results preview

| | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23E | Change | | 2023E | Change |
|----------------------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|----------------|
| | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q %) | (y-y %) | (THB m) | (y-y %) |
| Sales | 1,733 | 1,753 | 1,623 | 1,736 | 1,872 | 8 | 8 | 6,989 | 51 |
| - Thailand non-Hop Inn | 1,411 | 1,409 | 1,282 | 1,378 | 1,495 | 8 | 6 | | |
| - Hop Inn Thailand | 190 | 211 | 208 | 210 | 226 | 8 | 19 | | |
| - Hop Inn Phil | 116 | 117 | 117 | 123 | 121 | (2) | 4 | | |
| - Rental | 16 | 17 | 17 | 25 | 30 | 20 | 88 | | |
| COGS (Incl. depreciation) | (973) | (993) | (948) | (990) | (1,029) | 4 | 6 | (3,968) | 26 |
| Gross Profit | 759 | 760 | 675 | 746 | 842 | 13 | 11 | 3,020 | (105) |
| SG&A | (450) | (434) | (441) | (454) | (507) | 12 | 13 | (1,838) | 33 |
| Operating Profit | 309 | 326 | 234 | 292 | 335 | 15 | 8 | 1,182 | (1,117) |
| Other income | 14 | 21 | 18 | 7 | 16 | 117 | 10 | 64 | 62 |
| Interest | (122) | (135) | (143) | (150) | (154) | 3 | 26 | (577) | 26 |
| Pretax profit | 201 | 213 | 109 | 149 | 196 | 32 | (3) | 670 | 309 |
| Income Tax | 6 | 6 | 5 | 3 | 0 | (100) | (100) | 12 | (53) |
| Associates | 13 | 3 | 21 | 3 | 3 | 0 | (75) | 31 | 8 |
| Minority interest | (21) | 1 | (2) | (7) | (17) | 143 | (19) | (25) | 125 |
| Core profit | 200 | 224 | 133 | 148 | 183 | 23 | (8) | 688 | 347 |
| Extraordinaries, GW & FX | 40 | 15 | 9 | 0 | | (100) | (100) | 24 | |
| Reported net profit | 240 | 239 | 142 | 148 | 183 | 23 | (24) | 712 | 418 |
| Shares out (end Q, m) | 4,532 | 4,532 | 4,532 | 4,532 | 4,532 | 0 | 0 | 4,532 | 0 |
| Core EPS | 0.04 | 0.05 | 0.03 | 0.03 | 0.04 | 23 | (8) | 0.15 | 347 |
| EPS | 0.05 | 0.05 | 0.03 | 0.03 | 0.04 | 23 | (24) | 0.16 | 418 |
| COGS (Excl. depreciation) | (750) | (775) | (727) | (757) | (794) | 5 | 6 | (3,061) | 34 |
| Depreciation | (223) | (218) | (222) | (233) | (235) | 1 | 5 | (907) | 4 |
| EBITDA | 547 | 566 | 474 | 532 | 585 | 10 | 7 | 2,154 | 114 |
| Key ratios | (%) | (%) | (%) | (%) | (%) | (ppt) | (ppt) | (%) | (ppt) |
| Gross margin | 44 | 43 | 42 | 43 | 45.0 | 2 | 1 | 43 | 11 |
| SG&A/Revenue | 26 | 25 | 27 | 26 | 27 | 1 | 1 | 26 | (3) |
| EBITDA margin | 31 | 32 | 29 | 31 | 31 | 0 | (0) | 30 | 9 |
| Net profit margin | 14 | 14 | 9 | 9 | 10 | 1 | (4) | 10 | 15 |
| Operating stats | | | | | | | | | |
| Non-Hop Inn | | | | | | | | | |
| OCC (%) | 82 | 84 | 80 | 82 | 83 | | | | |
| OCC growth (y-y %) | 52 | 53 | 25 | 15 | 1 | | | | |
| RevPAR (THB) | 2,467 | 2,591 | 2,361 | 2,491 | 2,656 | | | | |
| RevPAR growth (y-y %) | 396 | 366 | 103 | 46 | 8 | | | | |
| Thailand Hop Inn | | | | | | | | | |
| OCC (%) | 78 | 81 | 81 | 81 | 83 | | | | |
| OCC growth (y-y %) | 19 | 14 | 8 | 7 | 5 | | | | |
| RevPAR (THB) | 499 | 531 | 533 | 534 | 581 | | | | |
| RevPAR growth (y-y %) | 37 | 30 | 18 | 16 | 16 | | | | |
| Philippines Hop Inn | | | | | | | | | |
| OCC (%) | 74 | 74 | 74 | 79 | 80 | | | | |
| OCC growth (y-y %) | 25 | 23 | 16 | 20 | 6 | | | | |
| RevPAR (THB) | 794 | 810 | 811 | 896 | 912 | | | | |
| RevPAR growth (y-y %) | 26 | 19 | 13 | 8 | 6 | | | | |

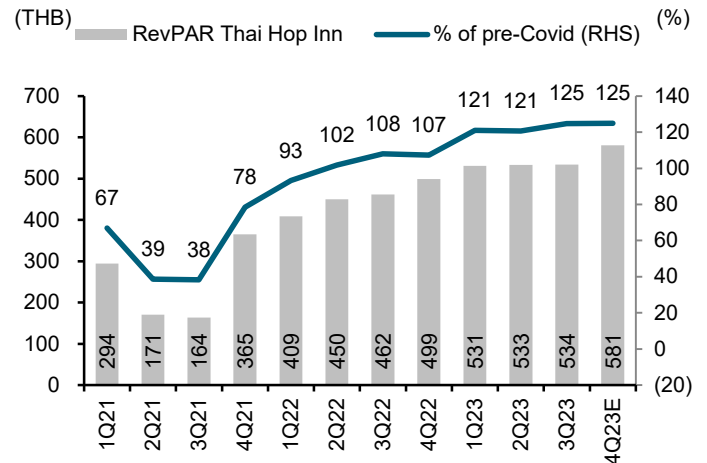
Sources: ERW; FSSIA estimates

Exhibit 2: RevPAR non-Hop Inn hotels, quarterly



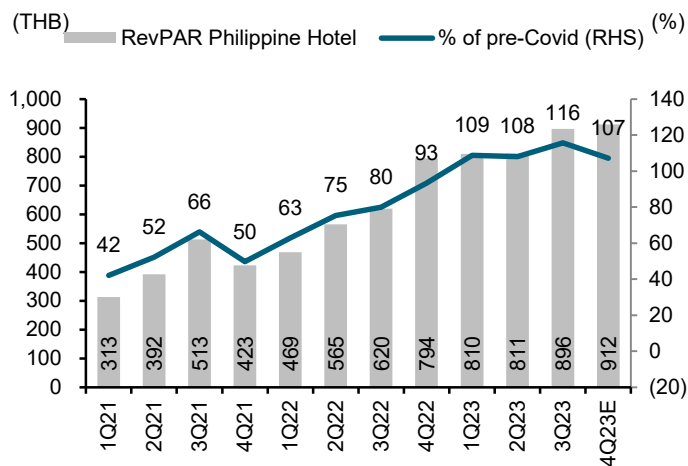
Sources: ERW; FSSIA estimates

Exhibit 3: RevPAR Thai Hop Inn hotels, quarterly



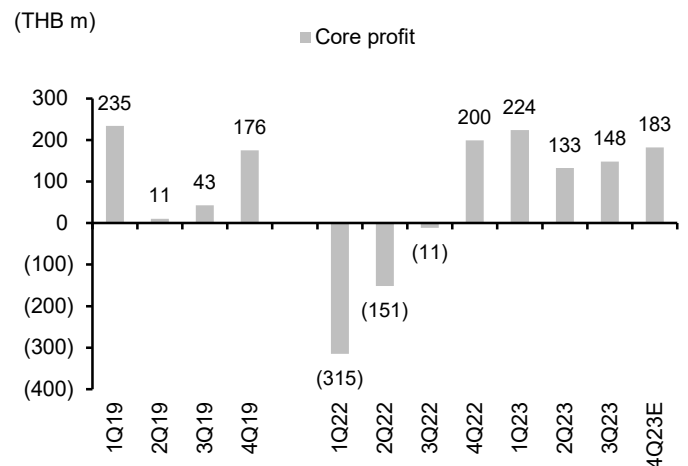
Sources: ERW; FSSIA estimates

Exhibit 4: RevPAR Philippine Hop Inn hotels, quarterly



Sources: ERW; FSSIA estimates

Exhibit 5: Core profit, quarterly



Sources: ERW; FSSIA estimates

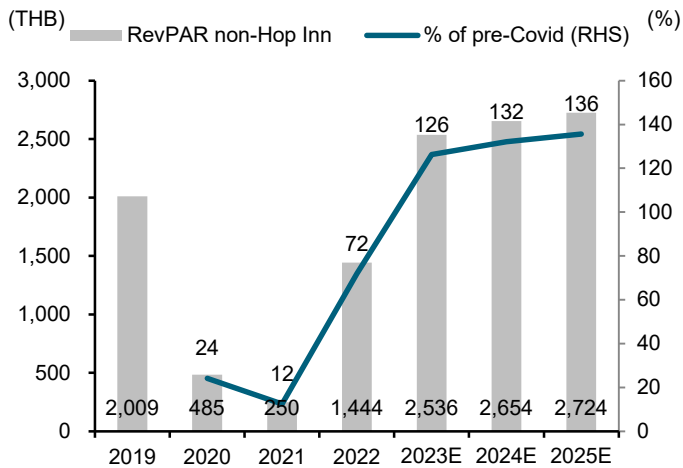
Exhibit 6: Forecast revisions

| | Current | | | Previous | | | Change (%) | | |
|---|---------|-------|-------|----------|-------|-------|------------|-------|-------|
| | 2023E | 2024E | 2025E | 2023E | 2024E | 2025E | 2023E | 2024E | 2025E |
| All hotels excl. Hop Inn - OCC (%) | 82.2 | 82.7 | 83.2 | 82.0 | 83.1 | 83.6 | 0.2 | (0.4) | (0.4) |
| All hotels excl. Hop Inn - RevPAR (THB) | 2,536 | 2,654 | 2,724 | 2,510 | 2,544 | 2,611 | 1.1 | 4.3 | 4.3 |
| Thailand Hop Inn - OCC (%) | 82.0 | 82.0 | 82.5 | 81.0 | 81.5 | 82.0 | 1.0 | 0.5 | 0.5 |
| Thailand Hop Inn - RevPAR (THB) | 551 | 573 | 588 | 539 | 548 | 562 | 2.2 | 4.6 | 4.6 |
| Revenue (THB b) | 6.99 | 7.86 | 8.39 | 6.96 | 7.76 | 8.29 | 0.4 | 1.4 | 1.2 |
| EBITDA margin (%) | 29.9 | 30.3 | 32.1 | 29.9 | 30.7 | 32.2 | 0.0 | (0.4) | (0.1) |
| Core earnings (THB m) | 688 | 746 | 861 | 645 | 730 | 860 | 6.7 | 2.2 | 0.0 |

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

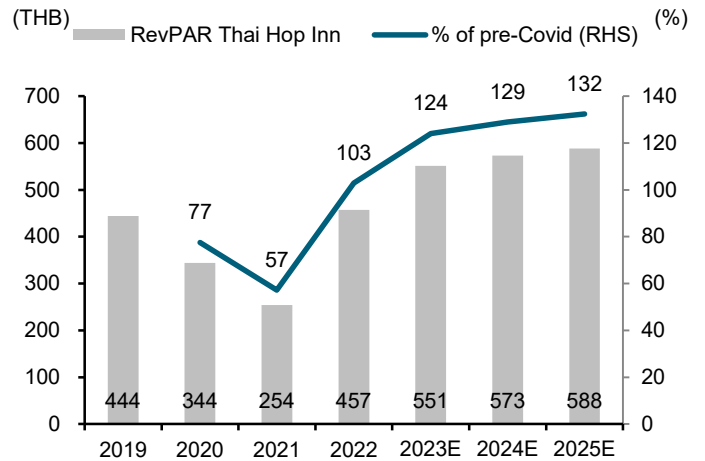
Source: FSSIA estimates

Exhibit 7: RevPAR non-Hop Inn hotels, yearly



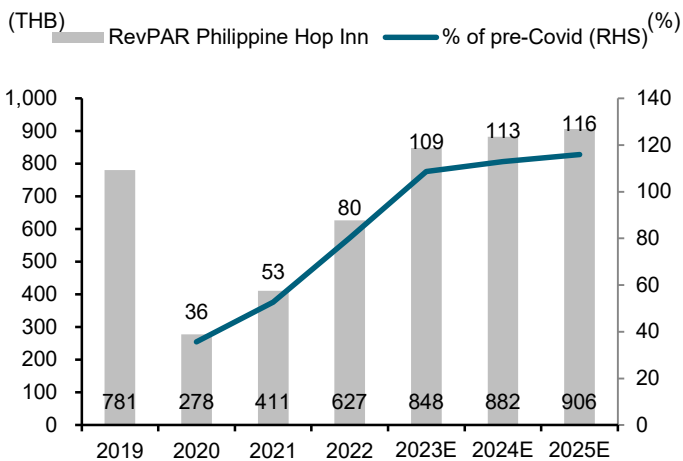
Sources: ERW; FSSIA estimates

Exhibit 8: RevPAR Thai Hop Inn hotels, yearly



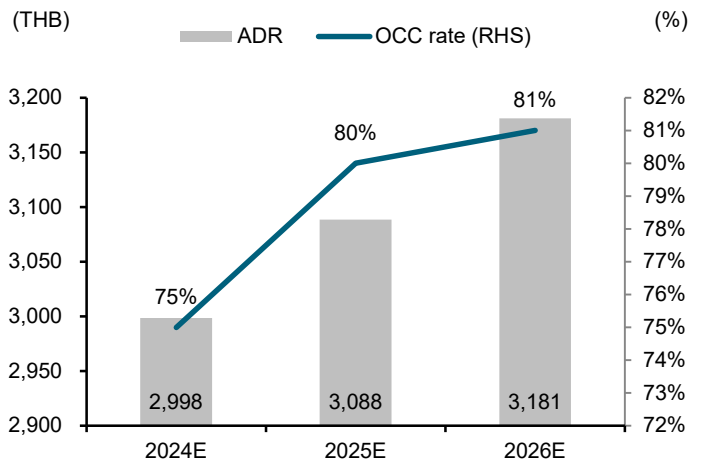
Sources: ERW; FSSIA estimates

Exhibit 9: RevPAR Philippine Hop Inn hotels, yearly



Sources: ERW; FSSIA estimates

Exhibit 10: OCC rate and RevPAR of Japan Hop Inn



Sources: ERW; FSSIA estimates

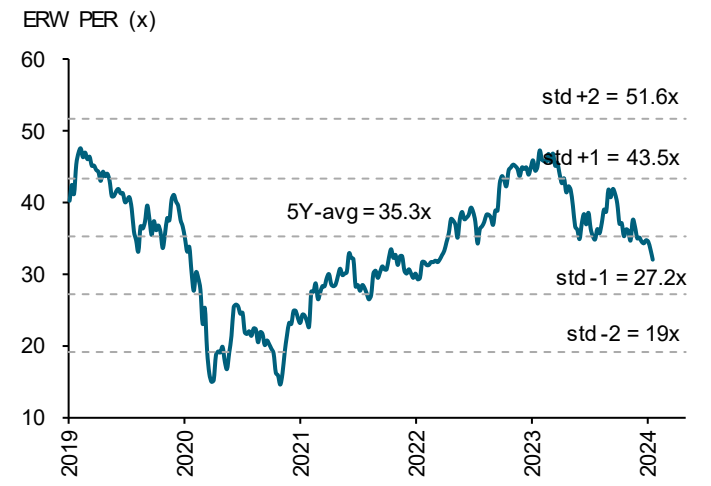
Exhibit 11: DCF valuation

| 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 | 13.3 | 2.7 | WACC 8.2%, risk-free rate 3%, risk premium 8% |
| Terminal value | 27.5 | 5.6 | Terminal growth 2.5% |
| Cash & liquid assets | 4.8 | 1.0 | At end-2024E |
| Investments | 0.1 | 0.0 | At end-2024E |
| Debt | (14.8) | (3.0) | At end-2024E |
| Minorities | (0.0) | (0.0) | At end-2024E |
| Residual ordinary equity | 30.9 | 6.3 | |

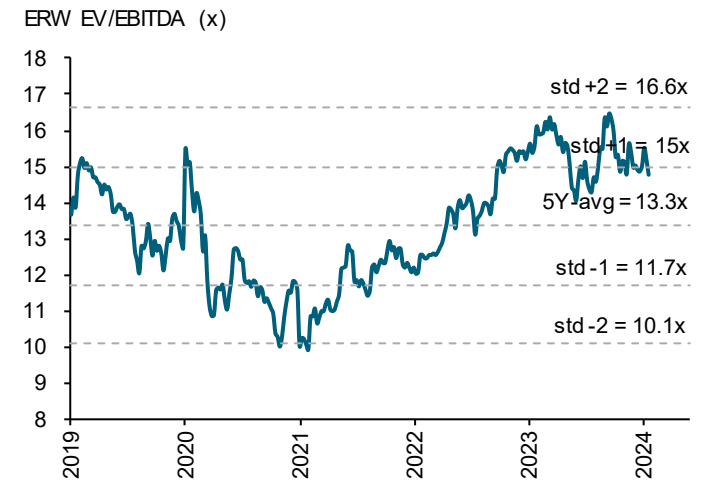
Source: FSSIA estimates

Exhibit 12: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 13: Historical EV/EBITDA band



Sources: Bloomberg; FSSIA estimates

Exhibit 14: Peer comparisons as of 19 Jan 2024

| Company | BBG | Rec | Share price | | | Market cap (USD m) | PE | | | ROE | | PBV | | EV/EBITDA | |
|-------------------------|-------------|-----|---------------|--------------|------------|--------------------|-------------|-------------|-------------|-------------|-------------|------------|------------|---------------|-------------|
| | | | Current (LCY) | Target (LCY) | Upside (%) | | 23E (x) | 24E (x) | 25E (x) | 23E (%) | 24E (%) | 23E (x) | 24E (x) | 23E (x) | 24E (x) |
| Thailand | | | | | | | | | | | | | | | |
| Asset World Corp | AWC TB | BUY | 3.84 | 5.50 | 43 | 3,460 | 113.1 | 44.4 | 41.8 | 1.3 | 3.1 | 1.4 | 1.3 | 39.6 | 27.6 |
| Minor International | MINT TB | BUY | 27.50 | 43.00 | 56 | 4,333 | 24.4 | 21.5 | 19.3 | 8.2 | 9.5 | 1.8 | 2.3 | 9.5 | 9.6 |
| Central Plaza Hotel | CENTEL TB | BUY | 41.75 | 50.00 | 20 | 1,587 | 47.4 | 36.8 | 29.4 | 6.2 | 7.6 | 2.9 | 2.7 | 18.1 | 16.6 |
| Erawan Group | ERW TB | BUY | 4.90 | 6.30 | 29 | 625 | 32.3 | 32.1 | 27.8 | 11.4 | 10.4 | 3.5 | 3.0 | 16.3 | 15.6 |
| S Hotels & Resorts | SHR TB | BUY | 2.30 | 4.40 | 91 | 233 | 170.0 | 20.5 | 15.2 | 0.3 | 2.5 | 0.5 | 0.5 | 8.6 | 6.9 |
| Dusit Thani | DUSIT TB | BUY | 8.40 | 15.00 | 79 | 201 | (13.5) | 133.6 | 6.5 | (13.6) | 1.5 | 2.0 | 1.9 | (358.1) | 43.9 |
| Bound and Beyond | BEYOND TB | BUY | 12.40 | 22.00 | 77 | 101 | (25.9) | 25.5 | 16.0 | (2.4) | 2.3 | 0.6 | 0.6 | 15.4 | 9.6 |
| Thailand average | | | | | | 10,541 | 49.7 | 44.9 | 22.3 | 1.6 | 5.3 | 1.8 | 1.8 | (35.8) | 18.5 |
| Regional | | | | | | | | | | | | | | | |
| Btg Hotels Group | 600258 CH | n/a | 15.25 | n/a | n/a | 2,367 | 21.6 | 17.0 | 14.3 | 7.2 | 8.5 | 1.5 | 1.4 | 9.0 | 8.2 |
| Sh Jinjiang Intl Hotels | 900934 CH | n/a | 1.35 | n/a | n/a | 3,860 | 8.6 | 6.0 | 4.8 | 7.0 | 9.1 | 0.6 | 0.5 | 12.7 | 10.7 |
| Huangshan Tourism Dev. | 900942 CH | n/a | 0.73 | n/a | n/a | 1,025 | 10.4 | 8.8 | 8.1 | 8.1 | 9.3 | 0.9 | 0.8 | 10.6 | 8.8 |
| Genting Bhd | GENT MK | n/a | 4.64 | n/a | n/a | 3,786 | 14.7 | 10.4 | 9.2 | 3.7 | 4.9 | 0.6 | 0.5 | 6.5 | 5.9 |
| Huazhu Group | HTHT US | n/a | 31.42 | n/a | n/a | 10,097 | 18.6 | 16.9 | 14.6 | 34.1 | 27.6 | 5.5 | 4.4 | 11.2 | 10.1 |
| Indian Hotels | IH IN | n/a | 482.20 | n/a | n/a | 8,260 | 74.4 | 54.9 | 44.6 | 12.6 | 14.4 | 8.7 | 7.5 | 39.6 | 32.8 |
| Lemon Tree Hotels | LEMONTRE IN | n/a | 134.50 | n/a | n/a | 1,282 | 92.5 | 65.2 | 38.8 | 12.3 | 16.0 | 11.7 | 10.7 | 31.5 | 25.2 |
| Lippo Karawaci | LPKR IJ | n/a | 82.00 | n/a | n/a | 373 | 14.3 | 13.0 | 11.6 | 2.6 | 2.8 | 0.4 | 0.4 | 8.9 | 8.4 |
| Regional average | | | | | | 31,050 | 31.9 | 24.0 | 18.2 | 11.0 | 11.6 | 3.7 | 3.3 | 16.3 | 13.8 |
| Overall average | | | | | | 41,592 | 40.2 | 33.8 | 20.1 | 6.6 | 8.6 | 2.8 | 2.6 | (8.0) | 16.0 |

Sources: Bloomberg; FSSIA estimates

Financial Statements

The Erawan Group

| Profit and Loss (THB m) Year Ending Dec | 2021 | 2022 | 2023E | 2024E | 2025E |
|---|----------------|--------------|--------------|--------------|--------------|
| Revenue | 1,485 | 4,629 | 6,989 | 7,864 | 8,390 |
| Cost of goods sold | (2,220) | (3,154) | (3,968) | (4,406) | (4,664) |
| Gross profit | (734) | 1,475 | 3,020 | 3,458 | 3,726 |
| Other operating income | - | - | - | - | - |
| Operating costs | (915) | (1,377) | (1,838) | (2,052) | (2,114) |
| Operating EBITDA | (713) | 969 | 2,090 | 2,383 | 2,693 |
| Depreciation | (936) | (872) | (907) | (977) | (1,082) |
| Goodwill amortisation | - | - | - | - | - |
| Operating EBIT | (1,649) | 97 | 1,182 | 1,405 | 1,611 |
| Net financing costs | (518) | (455) | (573) | (632) | (636) |
| Associates | 9 | 29 | 31 | 0 | 0 |
| Recurring non-operating income | 67 | 66 | 92 | 61 | 62 |
| Non-recurring items | (10) | 54 | 24 | 0 | 0 |
| Profit before tax | (2,109) | (239) | 725 | 834 | 1,038 |
| Tax | (46) | 26 | 12 | (58) | (144) |
| Profit after tax | (2,155) | (213) | 737 | 776 | 894 |
| Minority interests | 105 | (11) | (25) | (30) | (33) |
| Preferred dividends | - | - | - | - | - |
| Other items | - | - | - | - | - |
| Reported net profit | (2,050) | (224) | 712 | 746 | 861 |
| Non-recurring items & goodwill (net) | 10 | (54) | (24) | 0 | 0 |
| Recurring net profit | (2,040) | (278) | 688 | 746 | 861 |
| Per share (THB) | | | | | |
| Recurring EPS * | (0.45) | (0.06) | 0.15 | 0.15 | 0.18 |
| Reported EPS | (0.45) | (0.05) | 0.16 | 0.15 | 0.18 |
| DPS | 0.00 | 0.00 | 0.06 | 0.06 | 0.07 |
| Diluted shares (used to calculate per share data) | 4,532 | 4,532 | 4,532 | 4,891 | 4,891 |
| Growth | | | | | |
| Revenue (%) | (35.6) | 211.6 | 51.0 | 12.5 | 6.7 |
| Operating EBITDA (%) | nm | nm | 115.7 | 14.0 | 13.0 |
| Operating EBIT (%) | nm | nm | 1,117.4 | 18.9 | 14.7 |
| Recurring EPS (%) | nm | nm | nm | 0.4 | 15.4 |
| Reported EPS (%) | nm | nm | nm | (2.9) | 15.4 |
| Operating performance | | | | | |
| Gross margin inc. depreciation (%) | (49.4) | 31.9 | 43.2 | 44.0 | 44.4 |
| Gross margin exc. depreciation (%) | 13.6 | 50.7 | 56.2 | 56.4 | 57.3 |
| Operating EBITDA margin (%) | (48.0) | 20.9 | 29.9 | 30.3 | 32.1 |
| Operating EBIT margin (%) | (111.0) | 2.1 | 16.9 | 17.9 | 19.2 |
| Net margin (%) | (137.4) | (6.0) | 9.8 | 9.5 | 10.3 |
| Effective tax rate (%) | (2.2) | 8.0 | 0.0 | 7.0 | 13.9 |
| Dividend payout on recurring profit (%) | - | - | 40.0 | 40.0 | 40.0 |
| Interest cover (X) | (3.1) | 0.4 | 2.2 | 2.3 | 2.6 |
| Inventory days | 12.2 | 6.6 | 6.1 | 6.6 | 6.8 |
| Debtor days | 21.7 | 10.2 | 8.3 | 7.4 | 7.0 |
| Creditor days | 40.8 | 30.2 | 32.7 | 35.5 | 36.7 |
| Operating ROIC (%) | (8.7) | 0.5 | 6.3 | 6.5 | 6.4 |
| ROIC (%) | (8.2) | 0.8 | 6.6 | 6.6 | 6.5 |
| ROE (%) | (41.5) | (4.7) | 11.4 | 10.4 | 10.4 |
| ROA (%) | (7.4) | 0.7 | 5.6 | 5.2 | 5.2 |
| * Pre-exceptional, pre-goodwill and fully diluted | | | | | |
| Revenue by Division (THB m) | | | | | |
| Non-Hop Inn hotel | 921 | 3,600 | 5,571 | 5,872 | 6,026 |
| Hop Inn Thailand | 339 | 646 | 870 | 970 | 1,098 |
| Hop Inn Philippines | 154 | 318 | 455 | 552 | 697 |
| Others | 71 | 65 | 93 | 469 | 569 |

Sources: The Erawan Group; FSSIA estimates

Financial Statements

The Erawan Group

| Cash Flow (THB m) Year Ending Dec | 2021 | 2022 | 2023E | 2024E | 2025E |
|-----------------------------------|----------------|--------------|----------------|----------------|----------------|
| Recurring net profit | (2,040) | (278) | 688 | 746 | 861 |
| Depreciation | 936 | 872 | 907 | 977 | 1,082 |
| Associates & minorities | - | - | - | - | - |
| Other non-cash items | 701 | 193 | 38 | 19 | 22 |
| Change in working capital | (1,056) | 1,207 | 261 | 103 | 56 |
| Cash flow from operations | (1,460) | 1,994 | 1,894 | 1,845 | 2,021 |
| Capex - maintenance | (1,588) | (722) | (1,089) | (3,879) | (1,389) |
| Capex - new investment | - | - | - | - | - |
| Net acquisitions & disposals | 0 | (15) | 0 | 0 | 0 |
| Other investments (net) | - | - | - | - | - |
| Cash flow from investing | (1,588) | (737) | (1,089) | (3,879) | (1,389) |
| Dividends paid | 0 | 0 | 0 | (275) | (298) |
| Equity finance | 2,014 | 0 | 0 | 1,079 | 0 |
| Debt finance | (1,538) | (692) | 1,450 | 2,303 | (2,000) |
| Other financing cash flows | 2,192 | (274) | (25) | (30) | (33) |
| Cash flow from financing | 2,667 | (967) | 1,425 | 3,077 | (2,331) |
| Non-recurring cash flows | - | - | - | - | - |
| Other adjustments | 0 | 0 | 0 | 0 | 0 |
| Net other adjustments | 0 | 0 | 0 | 0 | 0 |
| Movement in cash | (380) | 290 | 2,230 | 1,043 | (1,699) |
| Free cash flow to firm (FCFF) | (2,526.87) | 1,714.43 | 1,381.57 | (1,393.43) | 1,277.98 |
| Free cash flow to equity (FCFE) | (2,394.52) | 289.75 | 2,230.28 | 239.65 | (1,400.81) |

Per share (THB)

| | | | | | |
|-------------------------------|--------|------|------|--------|--------|
| FCFF per share | (0.52) | 0.35 | 0.28 | (0.28) | 0.26 |
| FCFE per share | (0.49) | 0.06 | 0.46 | 0.05 | (0.29) |
| Recurring cash flow per share | (0.09) | 0.17 | 0.36 | 0.36 | 0.40 |

| Balance Sheet (THB m) Year Ending Dec | 2021 | 2022 | 2023E | 2024E | 2025E |
|---|---------------|---------------|---------------|---------------|---------------|
| Tangible fixed assets (gross) | 25,682 | 26,373 | 27,473 | 31,363 | 32,763 |
| Less: Accumulated depreciation | (6,274) | (7,089) | (7,996) | (8,973) | (10,055) |
| Tangible fixed assets (net) | 19,409 | 19,285 | 19,478 | 22,390 | 22,708 |
| Intangible fixed assets (net) | 0 | 0 | 0 | 0 | 0 |
| Long-term financial assets | - | - | - | - | - |
| Invest. in associates & subsidiaries | 48 | 63 | 63 | 63 | 63 |
| Cash & equivalents | 1,242 | 1,532 | 3,762 | 4,806 | 3,106 |
| A/C receivable | 100 | 160 | 160 | 160 | 160 |
| Inventories | 39 | 43 | 58 | 65 | 68 |
| Other current assets | 1,274 | 291 | 440 | 495 | 528 |
| Current assets | 2,655 | 2,026 | 4,420 | 5,525 | 3,862 |
| Other assets | 338 | 338 | 338 | 338 | 338 |
| Total assets | 22,450 | 21,712 | 24,298 | 28,316 | 26,971 |
| Common equity | 6,012 | 5,698 | 6,410 | 7,960 | 8,522 |
| Minorities etc. | 11 | 23 | 23 | 24 | 24 |
| Total shareholders' equity | 6,023 | 5,722 | 6,434 | 7,984 | 8,546 |
| Long term debt | 14,237 | 13,935 | 14,935 | 17,238 | 15,238 |
| Other long-term liabilities | 880 | 846 | 846 | 846 | 846 |
| Long-term liabilities | 15,117 | 14,781 | 15,781 | 18,084 | 16,084 |
| A/C payable | 143 | 235 | 315 | 352 | 368 |
| Short term debt | 690 | 300 | 750 | 750 | 750 |
| Other current liabilities | 478 | 675 | 1,019 | 1,146 | 1,223 |
| Current liabilities | 1,311 | 1,209 | 2,083 | 2,248 | 2,341 |
| Total liabilities and shareholders' equity | 22,450 | 21,712 | 24,298 | 28,316 | 26,971 |
| Net working capital | 793 | (415) | (675) | (778) | (835) |
| Invested capital | 20,587 | 19,271 | 19,203 | 22,012 | 22,274 |

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

Per share (THB)

| | | | | | |
|-------------------------------|------|------|------|------|------|
| Book value per share | 1.33 | 1.26 | 1.41 | 1.63 | 1.74 |
| Tangible book value per share | 1.33 | 1.26 | 1.41 | 1.63 | 1.74 |

Financial strength

| | | | | | |
|---------------------------|-------|-------|-------|-------|-------|
| Net debt/equity (%) | 227.2 | 222.0 | 185.3 | 165.1 | 150.7 |
| Net debt/total assets (%) | 61.0 | 58.5 | 49.1 | 46.6 | 47.8 |
| Current ratio (x) | 2.0 | 1.7 | 2.1 | 2.5 | 1.6 |
| CF interest cover (x) | (3.6) | 1.6 | 4.9 | 1.4 | (1.2) |

| Valuation | 2021 | 2022 | 2023E | 2024E | 2025E |
|---|---------------|----------------|-------------|-------------|-------------|
| Recurring P/E (x) * | (10.9) | (79.9) | 32.3 | 32.1 | 27.8 |
| Recurring P/E @ target price (x) * | (14.0) | (102.7) | 41.5 | 41.3 | 35.8 |
| Reported P/E (x) | (10.8) | (99.0) | 31.2 | 32.1 | 27.8 |
| Dividend yield (%) | - | - | 1.2 | 1.2 | 1.4 |
| Price/book (x) | 3.7 | 3.9 | 3.5 | 3.0 | 2.8 |
| Price/tangible book (x) | 3.7 | 3.9 | 3.5 | 3.0 | 2.8 |
| EV/EBITDA (x) ** | (50.3) | 36.0 | 16.3 | 15.6 | 13.7 |
| EV/EBITDA @ target price (x) ** | (59.2) | 42.6 | 19.4 | 18.5 | 16.2 |
| EV/invested capital (x) | 1.7 | 1.8 | 1.8 | 1.7 | 1.7 |

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

Sources: The Erawan Group; FSSIA estimates

The Erawan Group PCL (ERW TB)

FSSIA ESG rating

★ ★ ★

39.65 /100

Exhibit 15: FSSIA ESG score implication

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

Sources: FSSIA estimates

Exhibit 16: ESG – peer comparison

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

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 17: ESG score by Bloomberg

| FY ending Dec 31 | FY 2019 | FY 2020 | FY 2021 | FY 2022 |
|---|---------|---------|---------|---------|
| ESG financial materiality scores - ESG score | — | — | 3.67 | 3.90 |
| BESG environmental pillar score | — | — | 3.30 | — |
| BESG social pillar score | — | — | 3.36 | — |
| BESG governance pillar score | — | — | 4.54 | — |
| ESG disclosure score | — | — | 43.34 | — |
| Environmental disclosure score | — | — | 16.40 | — |
| Social disclosure score | — | — | 29.87 | — |
| Governance disclosure score | — | — | 83.59 | — |
| Environmental | | | | |
| Emissions reduction initiatives | No | No | Yes | Yes |
| Climate change policy | No | No | Yes | Yes |
| Climate change opportunities discussed | No | No | No | No |
| Risks of climate change discussed | No | No | Yes | Yes |
| GHG scope 1 | — | — | 8 | 10 |
| GHG scope 2 location-based | — | — | 34 | 32 |
| GHG Scope 3 | — | — | 0 | — |
| Carbon per unit of production | — | — | — | — |
| Biodiversity policy | No | No | Yes | Yes |
| Energy efficiency policy | No | No | Yes | Yes |
| Total energy consumption | — | — | 56,530 | — |
| Renewable energy use | — | — | — | — |
| Electricity used | — | — | 56,530 | — |
| Fuel used - natural gas | — | — | — | — |

Sources: Bloomberg; FSSIA's compilation

Exhibit 18: ESG score by Bloomberg (cont.)

| FY ending Dec 31 | FY 2019 | FY 2020 | FY 2021 | FY 2022 |
|---|----------------|----------------|----------------|----------------|
| Fuel used - crude oil/diesel | No | No | No | No |
| Waste reduction policy | No | No | Yes | Yes |
| Hazardous waste | — | — | — | 0 |
| Total waste | — | — | — | 0 |
| Waste recycled | — | — | — | — |
| Waste sent to landfills | — | — | — | 0 |
| Environmental supply chain management | No | No | No | No |
| Water policy | No | No | Yes | Yes |
| Water consumption | — | — | — | 1,187 |
| Social | | | | |
| Human rights policy | No | No | Yes | Yes |
| Policy against child labor | No | No | No | No |
| Quality assurance and recall policy | No | No | No | No |
| Consumer data protection policy | No | No | No | No |
| Equal opportunity policy | No | No | Yes | Yes |
| Gender pay gap breakout | No | No | No | No |
| Pct women in workforce | — | — | 56 | 56 |
| Pct disabled in workforce | — | — | 4 | 11 |
| Business ethics policy | No | No | Yes | Yes |
| Anti-bribery ethics policy | No | Yes | Yes | Yes |
| Health and safety policy | No | No | Yes | Yes |
| Lost time incident rate - employees | — | — | — | — |
| Total recordable incident rate - employees | — | — | 0 | — |
| Training policy | No | No | Yes | Yes |
| Fair remuneration policy | No | No | No | No |
| Number of employees – CSR | — | — | 3,000 | 3,721 |
| Employee turnover pct | — | — | 25 | — |
| Total hours spent by firm - employee training | — | — | 88,371 | 101,024 |
| Social supply chain management | No | No | No | Yes |
| Governance | | | | |
| Board size | — | 11 | 11 | 11 |
| No. of independent directors (ID) | — | 4 | 4 | 4 |
| No. of women on board | — | 2 | 2 | 2 |
| No. of non-executive directors on board | — | 9 | 9 | 9 |
| Company conducts board evaluations | No | Yes | Yes | Yes |
| No. of board meetings for the year | — | 11 | 12 | 13 |
| Board meeting attendance pct | — | 100 | 98 | 95 |
| Board duration (years) | — | 3 | 3 | 3 |
| Director share ownership guidelines | No | No | No | No |
| Age of the youngest director | — | 38 | 39 | 40 |
| Age of the oldest director | — | 68 | 69 | 70 |
| No. of executives / company managers | — | 7 | 6 | 6 |
| No. of female executives | — | 2 | 2 | 2 |
| Executive share ownership guidelines | No | No | No | No |
| Size of audit committee | — | 3 | 3 | 3 |
| No. of ID on audit committee | — | 3 | 3 | 3 |
| Audit committee meetings | — | 4 | 6 | 8 |
| Audit meeting attendance % | — | 100 | 100 | 100 |
| Size of compensation committee | — | 3 | 3 | 3 |
| No. of ID on compensation committee | — | 1 | 1 | 1 |
| No. of compensation committee meetings | — | 2 | 3 | 3 |
| Compensation meeting attendance % | — | 100 | 89 | 89 |
| Size of nomination committee | — | 3 | 3 | 3 |
| No. of nomination committee meetings | — | 2 | 2 | 2 |
| Nomination meeting attendance % | — | 100 | 100 | 100 |
| Sustainability governance | | | | |
| Verification type | No | No | No | No |

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

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

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

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| Company | Ticker | Price | Rating | Valuation & Risks |
|----------------------|------------|-----------|--------|---|
| The Erawan Group | ERW TB | THB 4.90 | 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. |
| Asset World Corp | AWC TB | THB 3.84 | 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. |
| Minor International | MINT TB | THB 27.50 | 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. |
| Central Plaza Hotel | CEN TEL TB | THB 41.75 | BUY | Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply and higher competition in the F&B business, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers. |
| S Hotels and Resorts | SHR TB | THB 2.30 | 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. |
| Dusit Thani | DUSIT TB | THB 8.40 | 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. |
| Bound and Beyond | BEYOND TB | THB 12.40 | 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.

All share prices are as at market close on 19-Jan-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

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

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

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

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

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

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

Industry Recommendations

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

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

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

Country (Strategy) Recommendations

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

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

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